Board of Trade Journal

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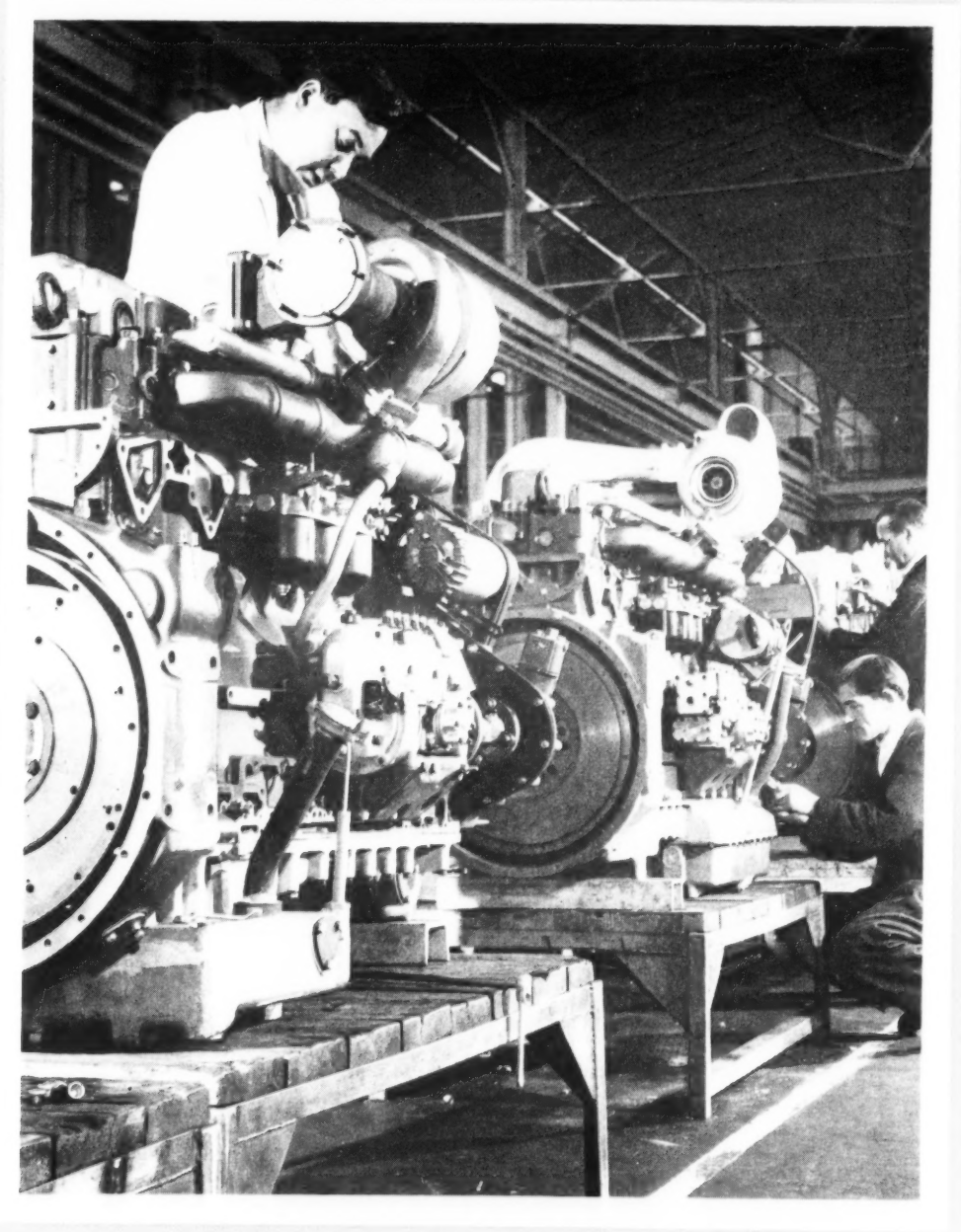

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Front cover photograph

Diesel engines being assembled at the Shrewsbury works of the Oil Engine Division of Rolls-Royce Ltd. Three of the company's diesel engines are to be exhibited at the First Asian International Trade Fair, which opens in Bangkok next Thursday (November 17). Other displays on the company's stand will include the new Rolls-Royce Silver Shadow motor car, multi-fuel and petrol engines, industrial gas turbines and rocket motors.

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PROGRESS IN THE DEVELOPMENT AREAS – 2

Industrial Development in Wales

THE NEW £8 million suspension bridge straddling the River Severn is not merely an exciting example of British engineering skill but a symbol of the radical change in the industrial pattern of South Wales.

As old industries themselves products of the industrial revolution contract, new ones take their place. From small tinplate works to giant steel undertakings, from coal to car components, from slate quarrying to tyre making – a new technological revolution is taking shape. The gradual decline in the older industries has meant that Wales and in particular South Wales has been an area of persistent unemployment. Despite the considerable effort that has been made in the last 20 years, Wales still has an unemployment figure of 3.2 per cent, twice the national average.

The demand for coal has been declining since pre-war days. No longer do the merchant ships of the world carry bunkers full of Welsh steam coal. The decline has been accelerated recently by the coal industry's proposals to close a number of uneconomic pits, while the future of others is uncertain.

The Board of Trade have powers under the Industrial Development Act 1966 to give practical and financial assistance to industry to expand or to set up new projects in development areas and a considerable amount of new industry has been attracted to the Principality in recent years.

Since 1945 the Board of Trade have assisted more than 400 firms to set up branches or transfer their main units of production to Wales. (See table below.) In more than 100 cases the Board of Trade has provided the actual building and in other cases has made a grant towards building costs.

An indication of the factory space provided by the Board of Trade is contained in the following table (Table 1).

Table 1.
Approvals for construction of Board of Trade factory space in Wales

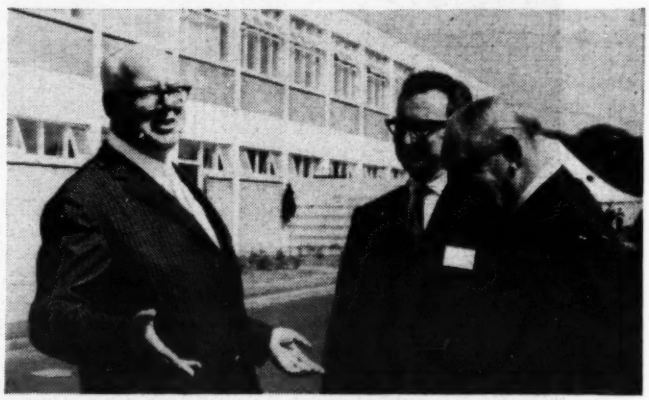
April-March	Th. Sq. ft.
1960-61	891
1961-62	129
1962-63	41
1963-64	144
1964-65	178
1965-66	476
1966 (April-September)	229
Total	2,088

The demand for factory building in Wales is indicated by the industrial development certificate approvals over the years (these figures include those in Table 1).

Table 2.
Industrial building approvals in Wales

	Mill. sq. ft.
1960	5.7
1961	2.5
1962	2.1
1963	1.6
1964	3.2
1965	4.5
1966	7.9*

* January/Sept. 1966.



Mr. James Griffiths, MP (right), former Secretary of State for Wales, at the opening in June of the new factory for Ina Needle Bearing Ltd. The company which has headquarters in Switzerland commenced operation in a Board of Trade factory at Dafen in 1958. Production expanded and the company decided to move into new premises at Llanelly. The transfer of their entire production was carried out with military precision over a period of 18 days with only a 14 per cent loss of production. Also in the picture above is (left) Mr. O. Grob, chairman of Ina Needle Bearing Ltd., and (centre) Mr. R. Britten, head of administration.

The figure for 1966 is a record as in the first nine months nearly 8 million sq. ft. of space has been approved. This is far in excess of any annual figure since the Board of Trade commenced distribution of industry operation immediately after the war.

The Development Areas Order 1966 (*Board of Trade Journal*, August 19) defined the new Development Area in Wales. Virtually the whole of Wales is now included with the exception of a small coastal strip in the north and another in the south. The area excluded covers the Ministry of Labour employment exchange areas of Cardiff, Newport, Chepstow, Abergavenny Cymbran and Monmouth sub office; and the Shotton group, Rhyl, Colwyn Bay and Llandudno. For industrialists intending to come to Wales and benefit from Government grants, it means a wider choice of sites, and for the Board of Trade it means that help and assistance can now be given over a much wider area.

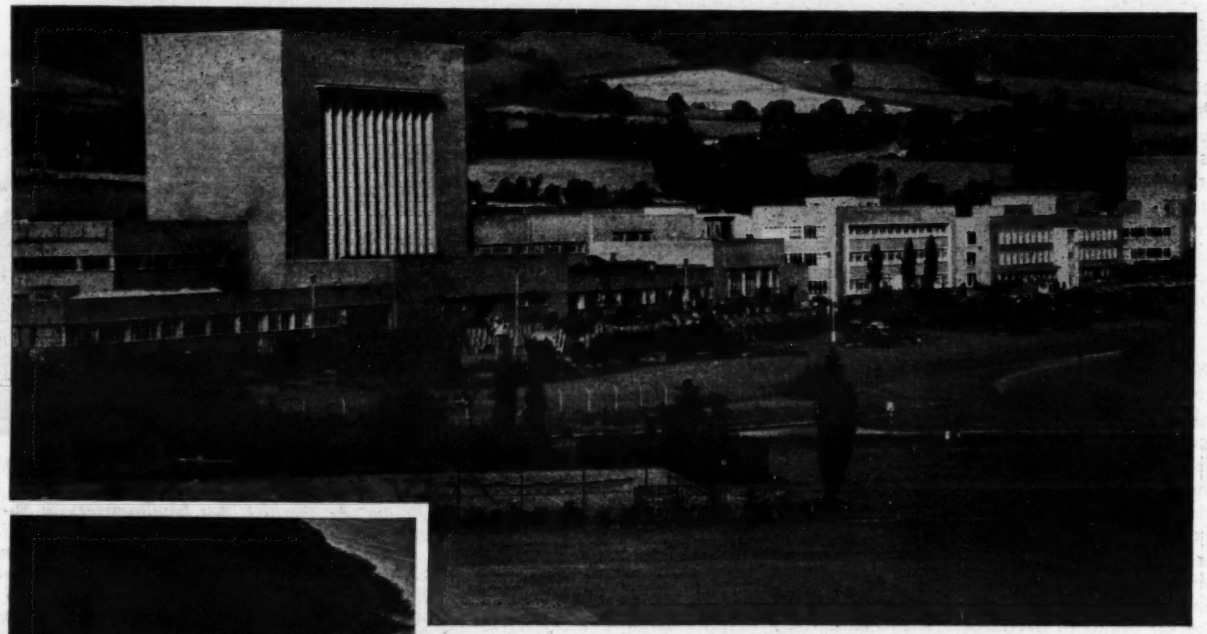
Small communities

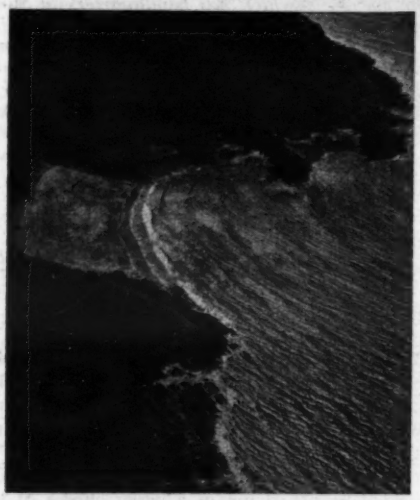
But siting new factories is not a simple problem. One of the determining factors is the fundamental geographical structure of Wales. Three quarters of the population reside in South Wales and short life pits are often the economic basis of small communities spread along the length of the valleys. In a direct line the next valley may be only a few miles away but by road, a considerable distance.

In attracting industry to Wales the Board of Trade try to provide employment throughout the development area and to achieve as wide a diversification as is feasible. The first task has been to provide alternative employment for men. Industries that have been attracted to Wales include aluminium, chemicals, nylon,

(*Continued on page* 1169)

Room to breathe in Wales





Room to expand

The rate of industrial expansion in Wales over the last ten years has been outstanding and compares very well with that of Britain as a whole. There is today a broad pattern of economy embracing innumerable individual industries. The traditional resources of coal and steel are augmented by cheap power, clean air and water, good and rapidly improving communications, ample port facilities and adaptable, willing workers. Excellent sites for factories are available . . . in many cases with Government assistance . . . and the keenest possible co-operation of the Local Authorities everywhere.

Room to live

To those who have worked in Britain's crowded industrialised and over-populated centres, Wales presents a new conception of living near the job. Beautiful countryside and a glorious coastline are close at hand, even to the larger towns with their modern stores and spacious residential districts. The educational facilities, extensive and most advanced, are second to none. Wales abounds in provision for recreation for the young and their elders . . . .
It is a wonderful land in which to work and relax . . . in which to enjoy a really full life.

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A new industry comes to Wales. Mr. S. Furness, of Stuart Crystal Glassware Ltd., explains to young apprentices the art of glass-grinding at the company's Welsh branch in Aberbargoed. Stuart Crystal Ltd., whose headquarters are in Stourbridge, found temporary workshops in Aberbargoed and started production last January, recruiting school-leavers.

clothing, electrical goods, tyre making, oil refining, car components and a wide range of light engineering.

An important consideration in siting new industries is communications. To get his raw materials in and his finished products away an industrialist requires fast roads and a good rail service. In Wales good progress is being made towards ensuring this. The new Severn Bridge brings Southern England closer to South Wales. Next year the Welsh end of the M4 motorway is due for completion and this will be followed with a modern roadway linking Newport and Ross Spur to the Midlands. Road improvements are also coming further to the West. The Cowbridge and Port Talbot by-passes are already open and last month the final section of the Heads of the Valley roads was completed. In the programme to follow are by-passes at Morriston, Glynneath and Aberdulais.

Major oil port

One area that has received special attention is Milford Haven, an area where fishing has seriously declined. Situated in the far west, the port has grown rapidly and now ranks as Britain's major oil port. The harbour has a deep channel and at all states of the tide can accommodate vessels up to 100,000 tons and over. As a result three oil companies (Esso, Regent and BP) have erected refineries and a fourth (Gulf) is doing so. Since 1958 £50 million has been invested in this area and more than £100 million is already committed for the next seven years.

Whilst the construction stage has provided employment for many thousands of people, the actual day-to-day operation of refineries requires only hundreds. The Board of Trade are therefore steering new manufacturing industries to Milford Haven to provide work when the construction period is over. The first plant to produce petro chemicals from oil is now being erected and it is hoped that other developments in this direction will eventually be secured. The Central Electricity Generating Board are erecting at Pembroke a 2,000 megawatt oil-fired power station which will use fuel produced by the refineries. The Conservancy Board are also looking to the future and laying plans for receiving tankers of 170,000 tons and the figure of 300,000 tons has been mentioned.

During the past seven years the car industry has set up a number of component and parts manufacturing plants in South Wales. BMC have gone to Llanelly, Fords to Swansea and Rovers to Cardiff. Other component producers have also set up branch factories in Wales.

The Board of Trade are now erecting a score of Advance Factories in the Principality, and the President of the Board of Trade, Mr. Douglas Jay, announced on November 3, 1966, a programme to build a further six with an area between them of 135,000 square feet, to be ready for occupation towards the end of 1967. These will be at Bridgend, Swansea, Kenfig, Merthyr, Caernarvon and Maesteg. In most cases industrialists prefer to rent premises rather than purchase. If a company is desirous of setting up or expanding in a development area and building with its own finance, the Board of Trade can make a building grant amounting to 25 per cent of the cost of erecting a new building (35 per cent for certain new projects). Companies operating in development areas will also qualify for 40 per cent grants towards the costs of providing new machinery and plant for carrying out qualifying processes whereas those outside will qualify for only 20 per cent. Further financial assistance is also available in the form of loans for expenditure involved in setting up or expanding a business in a development area or transferring to such an area. In Wales grants and loans under the Board of Trade legislation have been made as indicated in Table 3.

Local authorities

In addition many local authorities are making efforts to attract industry to their areas. They are governed by different legislation but can provide industrial sites and mortgage facilities or premises for renting. Another organization working closely with local authorities, industry and the Board of Trade is the Development Corporation for Wales under the Chairmanship of Sir Miles Thomas. The Corporation is financed by Welsh industry and supplemented by a Government grant. In conjunction with local authorities it has mounted promotion displays in Birmingham, Wolverhampton and Leicester. Last month they sent a trade mission to Canada. Organized in conjunction with British National Export Council and led by the Deputy Chairman Mr. A. J. Nicholas (Chairman of Aberdare Holdings) the mission took the opportunity to seek to interest Canadian industry in Wales as a location. The

(*Continued on page* 1171)

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Corporation also have an honorary representative in New York and have participated in overseas exhibitions on a joint venture basis.

Whilst much of the endeavour has been centred in South Wales, where the greater part of the population resides, North Wales is now the scene of a great deal of industrial activity. Here mechanization of agriculture and the decline of the slate industry have posed employment problems and the Board of Trade have been successful in attracting a number of new manufacturing industries. The Board of Trade have recently opened an office in Colwyn Bay to serve the needs of North Wales.

Large developments have recently been announced for the Wrexham area. Firms who will be opening factories in this locality include Cadbury's, British Insulated Callender Cables and Firestone Tyre Co. In mid-Wales, where de-population has been a problem for the past 50 years, industrial development is also taking place at a number of the smaller towns. This work is being carried out under the auspices of the Development Commission. Proposals have also been made for a new town in Mid-Wales but no final decision has been taken.

New projects

It is expected that there will be 20,000 new factory jobs in Wales in the next four or five years. Large new projects will be located at, for example, Llantrisant, Llanelly, Port Talbot, Blaenau Ffestenlog and Wrexham. Major expansions will take place over the next ten years at Swansea where Ford's present labour force of 1,000 is expected to rise to 6,000, London Transformer Products will expand substantially on a Board of Trade estate at Bridgend and Fram Filters Ltd. at a new site to be developed in Llantrisant. At Port Talbot a £17 million terminal is to be erected for importing iron ore for the Steel Company of Wales at Margam. Steps are also being taken to provide work for women at Port Talbot which has hitherto been dominated by the steel industry.

Whilst the Board of Trade have been making plans to bring employment to Wales, the Ministry of Labour's essential task is to organize the training and re-training of labour. There are two Government Training Centres in Wales, at Cardiff and Llanelly, though workers in North Wales often use the Government Training Centre at Liverpool. Financial assistance to employers is available for industrial training in development districts. Since April 1966 an improved system of financial grants came into operation and payment can be made towards the cost of training of labour on firm's premises. Further help became available last July when direct assistance was made available for free training for firm's employees in Government Training Centres and by lending Ministry of Labour staff to get training started in firm's own establishments.

New developments

Some of the old industries now ceased have left sites behind them which are being utilized for new developments. At Swansea a large area left derelict by the copper and other 19th Century metallurgical industries presents a special problem. To reclaim this the University College of Swansea. Some progress has already been land and to improve amenity value a report has been prepared by made in this lower Swansea valley where 20 acres have been cleared and more than 100,000 trees planted.

The overall picture of distribution of industry policies as they affect Wales, was summed up by Mr. George Thomas, Minister of State, Welsh Office when he spoke at the Annual Meeting of the Development Corporation for Wales in April this year. Said Mr. Thomas: 'Many jobs have been created since the war in manufacturing industries new to Wales and in the service industries – including insurance, the banks and other branches of commerce, administration and the many professions – which are growing rapidly everywhere in this modern age. But it is a striking fact that growth of new jobs for men has not quite kept pace with the decline in the number of jobs in coal mining and other older industries. And we are faced over the next few years as you will know, by a prospect of further decline.

'This is a problem and a challenge. There are many grounds for confidence. There is so much vigour in the new industry established in Wales that we may hope, overall, for considerable growth in what we already have. We are less dependent than in the past on getting new industry to come in. We can rest more of our hopes on you who are already here. We shall, of course, need others to join you, but even then your example is the best demonstration of what they can do.'

Progress in the development areas

THE ARTICLE 'The evolution of Board of Trade legislation relative to the distribution of industry', published in the *Board of Trade Journal* of October 28, page 1046, contains an error on page 1049 at line 14, column 2, where the text should read:

> 'The resultant legislation, the Industrial Development Act, 1966 has as its purpose the provision of a more positive system of investment incentives to improve the efficiency of. . . .'

Table 3. Assistance offered in Wales under the Local Government Acts, 1960 & 1963

Period covered April 1, 1960 to July 31, 1966.

	[Loans and Grants under Section 4 of the 1960 Act, for the general purposes of the undertakings]		Board of Trade Factories [Section 2 of the 1960 Act]	Building Grants [Section 3 of the 1960 Act and as amended Section 2 of the 1963 Act]	Plant & Machinery Grants [Section 1 of the 1963 Act]	Total	Projects (Numbers)	Expected Additional Employment (Numbers)
	Loans £	Grants £	£	£	£	£		
North Wales	480,000	137,700	963,893	279,268* 112,069†	72,479	2,045,409	47	4,506
South Wales	3,724,000	364,087	9,848,158	55,123* 852,076†	221,105	15,064,549	201	19,430
TOTAL	4,204,000	501,787	10,812,051	334,391* 964,145†	293,584	17,109,958	248	23,936

*Section 3 1960 Act. †Section 2 1963 Act.

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Mr. George Darling speaks on the importance of marketing

'IT IS JUST AS important to sell the products of industry as it is to make them,' said Mr. George Darling, Minister of State, Board of Trade, at the annual dinner of the Institute of Marketing in London on November 2. 'In fact, in a modern industrial society, where customers have a free choice of what they wish to buy, the firm that succeeds is the one that measures the market, finds out what the customers want or are likely to be persuaded to buy, and then designs a good product, of the right quality and at the right price, sets up an efficient marketing organization, and then organizes its production processes as efficiently and as cheaply as it knows how. Indeed, this concept of starting industrial operations at the consumers' end is essential in the development of overseas trade.'

The Minister of State continued that a marketing director must be deeply involved in overseas sales. It was a mistake even to create the impression that a firm's first duty was to its home market. Production should be determined and organized to meet all marketing demands, home and overseas. To concentrate on home sales limits expansion. To get long runs for a mass market, to get the economics of scale and high profitability, firms that could sell their products overseas must aim at a global market.

Mr. Darling spoke of some of the Board of Trade's projects designed to help firms expand their overseas sales.

'The first concerns profits,' he said. 'We want firms to earn more, and our Economic Research Unit has got hold of the idea that some accountancy practices may be a bit of a handicap, in that overseas sales are given too heavy a costs weighting, with the result that they don't look as profitable as they should, and this leads to wrong decisions in the board room. So the Research Unit is finding out, from a sample of firms, the information that leads to relative assessments of home and overseas profits. You will get the results, which I hope will be helpful.

The second project was to help with cash the British-American course in marketing at Harvard last summer, organized by the National Marketing Council and BNEC, to give 50 key men in British industry an advance course in marketing techniques, based largely on American experience. This scheme would have helped to provide a nucleus of marketing-oriented executives in key industrial places, and to supplement the efforts that our own business schools and other institutions were already making to carry out advanced marketing training.

Someone had said that what Britain needed to expand exports and balance our accounts was 100 good overseas salesmen. A lot could be achieved with more good salesmen, but what was really needed was a series of sophisticated studies of overseas markets and a bigger sharing of market information. It had been estimated that something like £15,000,000 a year was spent on market research for the home market, and less than £½ million overseas. This did not make sense.

'So, as the third project,' said the Minister of State, 'we are encouraging a wider use of overseas market research through a scheme, organized by BNEC, to help finance collective research. There are, of course, drawbacks to collective schemes of this kind, but the Board of Trade is precluded, by international rules, from financing the market research projects of individual firms, and we think it is to our advantage to stick to the rules.

'Fourthly, the Board of Trade will be publishing in the New Year a handbook on the 'Organization of Overseas Selling'. The aim of it is to help marketing executives to bring their sales organizations and methods up to the standards of the most successful firms, whose activities will be presented as models and examples for all to follow.

'Those are some of the things the Board of Trade is doing to help promote more and more overseas trade. We think we are being helpful, but so is the Institute, and I wish to commend the way the Institute has taken hold of an officially-sponsored scheme and extended it to very worthwhile purpose. This is the 'pick-a-back' scheme under which the services of experienced exporters are made available to smaller firms making complementary products. The Institute, as you know, acts as a kind of marriage broker in the negotiation of pick-a-back arrangements, and in the first year of operations succeeded in arranging partnerships with foster companies for 48 small manufacturers, with a production capacity for export of some £5 million. I would like to congratulate the Institute on its enterprise in furthering this work, and wish the scheme continued success.'

Mr. Douglas Jay, President of the Board of Trade, discusses the 'Market Germany' exercise with British commercial officers from posts in Western Germany. The officers have just completed a tour of the United Kingdom during which they interviewed over 700 firms with the object of increasing our exports to this valuable market.

Impressions of the visit will be given in next week's issue of the Board of Trade Journal. *A series of articles on trading with Western Germany appeared in the issues of September 2-30.*

The photograph shows (left to right): Mr. R. K. Robertson, Mr. Gordon Brook, Mr. Douglas Jay, Mr. P. N. Royce, Herr Heinrich Homann and Mr. R. W. Allan.

Lord Rhodes to visit South East Asia

LORD RHODES, Parliamentary Secretary, Board of Trade, is to visit South East Asia later this month. He will go first to Malaysia from November 14 to 17, and will then go on to Thailand to represent HM Government at the British National Day at the first Asian International Trade Fair in Bangkok on November 19. The fair is organized by the Royal Thai Government supported by the United Nations Economic Commission for Asia and the Far East. Lord Rhodes will remain in Thailand until November 22 and will then visit Singapore until Thursday, November 24, when he will go on to Indonesia, returning to London on Sunday, November 27.

During his visit to Bangkok, Lord Rhodes will aim to extend the range of contacts he made on his last visit in March 1966. While he is in Malaysia and Singapore, he will meet Ministers and hold talks with prominent businesmen engaged in the import and export trade with Britain. In Indonesia Lord Rhodes hopes to renew contacts made when the Indonesian Mission visited London earlier this year.

Exporters to Canada honoured

THE British National Export Council's Committee for Exports to Canada held its fourth 'Export Achievement Dinner' in London on November 7 to honour representatives of 30 British firms who have won outstanding successes in Canada. Attending the dinner were Lord Rhodes, Parliamentary Secretary, Board of Trade; Mr. Lee Ausman, Minister Commercial at the Canadian High Commission in London; and the chairmen of the 14 Commodity Groups set up by BNEC Canada to help organize the 'British Week' in Toronto in October 1967.

It was announced that in the first nine months of this year United Kingdom exports to Canada went up by 10 per cent over the same period last year.

Further programme of advance factories

IN A WRITTEN ANSWER in the House of Commons on November 3, Mr. Douglas Jay, President of the Board of Trade, announced the location of 21 advance factories in development areas. The locations and areas of the factories will be:

Location	Size (sq. ft.)
England	
Team Valley	25,000
Cramlington	25,000
Consett	25,000
Workington	15,000
Houghton-le-Spring	15,000
Haltwhistle	15,000
St. Helens	25,000
Camborne/Redruth	20,000
Wales	
Bridgend	25,000
Swansea	25,000
Kenfig	25,000
Merthyr	25,000
Maesteg	10,000
Caernarvon	25,000
Scotland	
Blantyre	27,500
Bellshill	27,500
Kilwinning	27,500
Falkirk	27,500
Dundee	27,500
Aberdeen	27,500
North East Scotland	10,000

This is the fourth advance factory programme announced in the last two years. It amounts to 475,000 sq. ft. The previous programmes were announced in November 1964 (29 factories; 500,000 sq. ft.), September 1965 (26 factories; 375,000 sq. ft.), and May 1966 (18 factories; 378,000 sq. ft.).

The places in the development areas selected for these factories are localities where there is a need to create additional employment opportunities and where the existence of an advance factory could prove a valuable inducement to industry to develop.

All the factories will be built on sites providing room for expansion so that the occupants' needs can be accommodated if they require more space. Most of the factories will be built on land which the Board of Trade already own or are in the process of acquiring.

Factories in this programme should be ready for occupation towards the end of 1967.

Progress has been made with the programmes of advance factories already announced. There were 55 factories in the first two programmes, and of these, 18 have already been completed and a further 12 will be completed by the end of January, 1967. Fifteen of these 30 factories have been allocated to tenants, and a further six factories, which will not be completed until later, have already been allocated. Only six factories are completed and are still unallocated (*England* (4): Houghton-le-Spring; Cleator Moor; Camelford; Penzance; *Scotland* (1): Port Glasgow; *Wales* (1): Milford Haven).

Shoe factory for Stranraer

BABY DEER SHOES LTD. is to transfer all production from the parent factory at Walsall, Staffordshire, to their factory at Stranraer, Wigtownshire, which was built two years ago. The move is to be completed on November 18.

One hundred operatives will be redundant at Walsall but there is no shortage of jobs in the town: several were offered jobs in Stranraer, but all refused. In Stranraer the number of employees is to be increased from 100 to 200, and the training programme has been intensified.

Baby Deer moved to Scotland because it was unable to expand in Walsall. Its Stranraer factory is leased from the Industrial Estates Management Corporation of Scotland, and a second factory of 20,000 square feet is to be built shortly on the neighbouring five and a half acre site.

Lord Brown to visit exporters in Yorkshire and Humberside Region

LORD BROWN, Minister of State, Board of Trade, responsible for the promotion of exports, is visiting the Yorkshire and Humberside Region on November 17 and 18. The aim of the visit is not only to congratulate firms on their export performance, but to make personal contact with as many of those closely engaged in the export effort as is possible.

On November 17 the Minister will visit Dawson Bros. Ltd., Gomersal, manufacturers of bottle washing and other dairy machinery; T. F. Firth & Sons Ltd., Brighouse, carpet manufacturers; and Thomas Broadbent & Sons Ltd., Huddersfield, manufacturers of sugar refining machinery. In the evening Lord Brown will attend a discussion with Huddersfield area industrialists organized by the Huddersfield Junior Chamber of Commerce.

The Minister will continue his tour on November 18, visiting Crofts (Engineers) Ltd., Bradford; W. P. Butterfield (Engineers) Ltd., Shipley; and Spooner Industries Ltd., Ilkley, manufacturers of industrial dryers and food machinery. Lord Brown will act as host at a luncheon, followed by a discussion, for some 20 representatives of exporting firms in the Shipley/Bingley/Keighley areas.

New building for BSI

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, opened Newton House, a new and additional building for the British Standards Institution in London on November 4. The new accommodation, which is at 101-113 Pentonville Road, London, N.1, will house the Institution's administrative staff and facilities.

He said: 'Standards are essential if technology is to spread and grow and develop its full potential. Without technical standards there is no interchangeability between manufacturers in one country or between the products of different countries.

'Without standards there is no guarantee of performance or safety. Without standards there is no basis for independent testing or quality or reliability. Without international standards world trade and world co-operation in technology will be hamstrung.'

BSI seeks more aid from industry

LORD KILMUIR, making his final speech as president of the British Standards Institution in London last week, called for more support from British Industry for the Institution in its increasingly important role in every sphere of the country's economic effort in productivity, greater reliability and exports. He said that alignment of our standards with those of Europe was crucial to membership of the Common Market.

Sir Anthony Bowlby, who has succeeded Lord Kilmuir as president for one year and who also continues to hold his position as chairman of the General Council, was equally emphatic. 'If standards are as important as I believe them to be in the national economy', he said, 'the national and international aspects of BSI's work are more important now than ever. Support from industry, on which the full value of the Government's grant depends, is indispensible, at least on a scale to enable work to continue at the level to which recent expansion has brought it.'

The preparation of metric standards could not be allowed to get out of phase with industry's requirements, nor could we afford to lag in our participation in international work. The Government, with EFTA and the CBI, had underlined the urgency of greater efforts in the international field and BSI was being urged to accelerate the production of standards likely to be acceptable in overseas markets. Even on the existing budget, the competing pressures on BSI entailed ruthless selection of priorities.

The report for 1965-66 shows the immense range of activity in BSI in the preparation of standards, work on the change to metric, and certification and testing services. BSI is continuing its efforts to streamline procedures and to reduce the time spent on committee work; key men in industry and the Government are needed to determine the right standards and international policy but their time could not be wasted. This was strongly emphasized by Sir Anthony Bowlby who, as chairman of the General Council, proposed a simplified structure to deal with BSI top policy issues.

Companies Bill published

A COMPANIES BILL received a second reading in the House of Commons on February 21, 1966 but lapsed on the dissolution of Parliament. In the new Parliament, in the debate on the address, the then Lord President said that, if it was at all possible during the present session, the first session of this Parliament, a new Companies Bill would be introduced. It all depended on the amount of time available.

This new Companies Bill was introduced by its short title in the House of Lords on November 3, and was published the following morning, November 4, as stated in the *Board of Trade Journal* of that date.

The new Bill provides for additional disclosure of information by companies in general, for the closer supervision of insurance companies, and for certain miscellaneous matters such as the exemption from the Moneylenders Act of persons carrying on the business of banking and the exemption of certain partnerships from the prohibition on the formation of partnerships with more than 20 members.

Two provisions in the February Bill are omitted. One, relating to the assignment of rights under guarantees, because a recent judicial decision has made it unnecessary; and the other, relating to an increase in the fees to be paid to the Registrar of Companies, because it would be inappropriate in a Bill introduced in the House of Lords.

Disclosure by publishing accounts not previously required to be published

Clause 2 abolishes the privileges of the exempt private company. One effect is that all limited companies will be required to publish their accounts by filing them with the Registrar of Companies (unlimited companies, subject to certain exceptions, will not be required to file accounts).

The following provisions are related to the abolition of the privileges of the exempt private company – Clause 34, which excepts unlimited companies from the requirement to file accounts, Clause 31 which provides a procedure (there is not one in the present Act) for limited companies to re-register as unlimited, and Clause 13.

Clause 2 by itself would require former exempt private companies to appoint as auditors accountants qualified under Section 161 of the 1948 Act for appointment to public and non-exempt private companies. Clause 13 provides, as a transitional arrangement, for a new kind of authorization by the Board of Trade. It will qualify an accountant to be appointed auditor of a company whose shares are not quoted and have not been offered to the public. The authorization will be available to accountants who are in practice and are now auditors of exempt private companies.

Disclosure by requiring additional information to be given in accounts

Clauses 3 and 4 require a company to give information in its accounts about its subsidiaries and about certain of the companies in which it holds investments but which are not its subsidiaries. Clause 5 requires a subsidiary to give information about its ultimate holding company. Clause 9 and Schedule 1 amend Schedule 8 to the 1948 Act, i.e. the schedule which sets out the detailed requirements with which accounts must comply. (Schedule 2 to the Bill shows Schedule 8 as amended.) The following are among the amendments:

Paras. 9(5) and 10(4) of Schedule 1	delete from Schedule 8 the words 'other than trade investments'. The effect is that companies must give as much information about trade investments as about other investments, for example, if the investments are quoted, the market value.
Para. 10(3)	requires information about when and by whom fixed assets shown at a valuation were valued.
Para. 12(3)	requires information about revenue from rents and about expenditure on rents and on the hire of plant and machinery.
Para. 15	requires turnover to be shown.
Para. 26	exempts from certain of the requirements of Schedule 8 a shipping company which satisfies the Board of Trade that in the national interest it ought to be so exempted. This provision will replace the Companies (Shipping Companies Exemption) Order 1948 which exempts from the requirements all shipping companies engaged in international trade.

Clause 6 requires a company to show in its accounts the number of directors whose emoluments fall in each of the bands £0-£2,500, above £2,500 but not exceeding £5,000, above £5,000 but not exceeding £7,500, and so on. In addition the emoluments of the chairman must be shown and, if the chairman is not the most highly paid director, the emoluments of the most highly paid director. The term emoluments has the same meaning as in the present Act. Clause 7 requires a company to show the number of directors who in the year covered by the accounts have waived their rights to emoluments, and the aggregate amount of the emoluments waived. Clause 8 requires a company to show in its accounts the number, if any, of its employees (other than directors of the company) whose emoluments exceeded £10,000 but did not exceed £12,500, exceeded £12,500 but did not exceed £15,000, and so on.

Clause 25, although not a provision requiring disclosure in accounts, is related to Clauses 6 and 7. It requires a company to keep at its registered office, and to make available for inspection by members of the company, copies of directors' service contracts with the company.

Clause 10 provides that none of the new information required to be given in accounts need be given in accounts which relate to a financial year which ended before the provisions requiring that information came into force; i.e., relating to a year which ended earlier than six months after the passing of the new Act. Clause 11 provides that when information about emoluments is given in a statement annexed to the accounts the corresponding figures for the previous year shall be given, as they would be if the information were given in the accounts instead of in a statement annexed.

Clause 12 gives the Board of Trade power to make, subject to Parliament procedure, reglulations which withdraw or reduce the accounting privileges accorded by paragraph 23 of Schedule 8 of the 1948 Act to banks and discount houses.

Disclosure by requiring additional information to be given in directors' reports

Clause 16 requires a company to give in its directors' report information about its activities; about, in certain circumstances, its fixed assets; about any shares it has issued in the year covered by the report; about contracts with the company which are significant from the company's point of view and in which a director has a material interest; and about arrangements for enabling directors to benefit by acquiring shares in the company or in any other company.

Clause 17 requires a company which carries on two or more classes of business which differ substantially from one another to state the turnover attributable to each class and the contribution the business of each class makes to the company's profit.

Clause 18 requires the disclosure of political and charitable contributions made by a company or, if the company is a holding company, by it and its subsidiaries. The information to be given is the total amount of the contributions if it exceeds £25, the amount, if it exceeds £25, given to each person or political party and the name of each such person or political party or, if the money was given for a charitable purpose to a person who received it in a fiduciary capacity, the purpose for which the money was given.

Clause 19 requires a company to state the value of the goods which it has exported in its financial year. If the company is a holding company, the value is that of the goods exported by it and its subsidiaries. The information is not required if the company's turnover does not exceed £20,000 and if it has no subsidiaries.

Clause 20 makes a provision similar to that of Clause 10. None of the new information is required to be given in a report on a

financial year which ended before the new provisions came into force.

Disclosure of directors' shareholdings and sharedealings, and of substantial individual interests in the shares of quoted companies

Clause 24 prohibits a director of a company from purchasing options to buy or sell shares in or debentures of the company and companies in the same group. Clause 26 to 28 replace the provisions in Section 195 and part of Section 198 of the Companies Act relating to the register of directors' shareholdings. They strengthen the provisions by defining more closely the interests to be disclosed, by stating the periods within which the information must be notified to the company and entered on the register, by making the register open to public inspection instead of to inspection only by members of the company and debenture holders, and by increasing the penalties for non-compliance with the provisions. All these clauses, which were not in the February Bill, implement recommendations of the Jenkins Committee.

Clauses 29 and 30 are concerned with what is commonly referred to as the disclosure of the beneficial ownership of shares registered in the names of nominees. Clause 29 requires a person who has an interest in 10 per cent or more of the shares of any class of capital carrying full voting rights of a quoted company to notify to the company the number of shares and the class of capital in which he is interested. The company is required to enter on a register, which is open to public inspection, the information notified to it. The register will show the names of persons with interests in substantial numbers of shares in the company's voting capital and the number of shares in which each such person is interested. These provisions, which were not in the February Bill, are based on, but do not follow exactly, recommendations of the Jenkins Committee.

Commencement of disclosure provisions

Clause 42 brings most of the disclosure provisions relating to accounts and directors' reports into operation on the day six months after the Bill is passed. Clauses 24 to 30 come into operation three months after the Bill is passed.

Miscellaneous provisions

Clause 32 provides a new procedure to enable an unlimited company to re-register as limited. Unlike Clause 31, which provides for re-registration of a limited company as unlimited, this is not a new provision: Section 16 of the 1948 Act provides that a company registered as unlimited may register under the Act as limited.

Clause 35. Section 442 of the Act of 1948 makes any offence under the Act which is punishable by a fine triable summarily, and it extends to three years the period in which proceedings in respect of such an offence may be taken. The Clause replaces Section 442. It provides for the extension to three years in respect of all summary offences, i.e. those which are stated to be triable summarily in the Act and those which are punishable by a fine alone. The Clause also permits summary proceedings to be taken against a company in any place in which the company has a place of business.

Section 434 of the Companies Act prohibits the formation of a business partnership of more than 20 persons. Clause 37 exempts from this prohibition partnerships of solicitors, of certain accountants, and of members of a recognized stock exchange. The Board of Trade are given power to exempt by regulations such other partnerships as they may specify in the regulations.

Section 6(d) of the Moneylenders Act, 1900 exempts from the Moneylenders Acts, 1900 to 1927 a person *bona fide* carrying on the business of banking. A person who had relied upon this exemption would be unsuccessful in an action to recover from a defaulting borrower if the court were to uphold a plea by the borrower that he, the lender, had not been carrying on the business of banking and had therefore, in lending money, acted illegally. However, the Act of 1900 does not state what activities are to be regarded as carrying on the business of banking; and it does not provide a procedure by which a person can obtain a statement from some authority that, for the purposes of the Acts, he is to be regarded as carrying on the business of banking. There is uncertainty: a person may not know whether the court would or would not regard him as a banker. Clause 81 removes this uncertainty by exempting a person who satisfies the Board of Trade that he ought to be exempted as a person carrying on the business of banking. As soon as the Act is passed, a person will be able to apply for exemption; and if he applies within six months of the date of passing, he will be able to ask that he should be deemed to have been exempted as from some earlier date. If such an application were successful, the person would be safeguarded in respect of outstanding loans made before he received his notice that he was exempted.

INSURANCE

Part II of the Bill deals with four main aspects of the supervision of insurance companies:

(i) the accounts and supporting information required for the Board of Trade and for publication;
(ii) the minimum paid up capital and solvency margin requirements;
(iii) the Board of Trade's powers of investigation;
(iv) authorization to carry on insurance business and associated powers.

The first of these serves the dual purpose of implementing the relevant recommendations of the Jenkins Committee (para. 412, Cmd. 1749) and of modernizing and improving the information upon which the solvency of an insurance company may be judged.

The other three implement the President's answers to questions on July 14, 1966, when he recognized the need to amend the Insurance Companies Act, 1958, in view of public concern about the recent failure of the Fire Auto & Marine Insurance Company Limited.

Accounts

The February Companies Bill contained provisions improving the powers of the Board of Trade to prescribe the information to be given in the annual returns under the Insurance Companies Act, 1958. These are reintroduced in the present Bill as *Clauses* 52 *to* 57. The Board intends as soon as possible after passing of the Act to make a new Statutory Instrument modernizing the accounting requirements and implementing most of the Jenkins recommendations on insurance company accounts. The new powers will also enable them to require data by which the adequacy of the reserves for outstanding claims and unexpired risks can be more effectively checked. Research in this connection is being actively pursued.

Financial standards

The minimum paid up capital requirement introduced in 1946 for insurance companies is increased from the original £50,000 to £100,000 (*Clause* 46 (1) which replaces S.2 of the 1958 Act). Of greater practical importance is the requirement that a company wishing to begin writing insurance business shall satisfy the Board of Trade that it has free assets of at least £50,000 (*Clause* 46(1) *and* (2)).

The solvency margin for companies carrying on general (i.e. non-life) insurance business required by S.13 of the 1958 Act is made to operate from the outset instead of after the first two years of business and the amount of the margin is increased from 10 per cent to 20 per cent on the premium income between £¼ million and £2¼ million. Below that band it remains at £50,000 and above it 10 per cent as at present (*Clauses* 46 *and* 58 in conjunction).

Investigation

The Board's powers under S.14 of the 1958 Act to investigate the affairs of an insurance company are limited to determining whether the company is insolvent and the procedure for initiating an inspection is cumbersome. Clauses 61-64 replace this by wider powers capable of being used without notice. These are based on provisions of the Protection of Depositors Act, 1963 (Sections 18-20) which have proved satisfactory in operation.

Authorization

Clauses 44-49 introduce a new requirement whereby insurance companies will have to be authorized by the Board of Trade for each class of insurance undertaken. Existing companies are authorized for their present classes of business (Clause 45 (1)). New companies and existing companies wishing to take up new

(*Continued at foot of next page*)

Case studies on Quality and Reliability

FORTY-ONE case studies dealing with Quality and Reliability were presented at the Blackpool conference 'Profiting by Quality and Reliability' arranged by the British Productivity Council and opened on November 8 as part of National Quality and Reliability Year. The following summaries are a selection from those presented in three groups: Manufacturing; processing; distribution and services.

SCIENTIFIC INSTRUMENTS, *by B. Whitehead, Quality Manager, Thomas Mercer Ltd.*

Thomas Mercer Ltd., which merged with Parnum Gauges in 1963, produces chronometers and time-keeping mechanisms, and mechanical, pneumatic and electronic gauge equipment – products which necessitate a very high standard of quality and reliability. The paper describes how, long before the announcement of Quality and Reliability Year, a small works study team was formed and the assembly methods subjected to a close scrutiny to get away from the old instrument makers' traditional methods. At the same time a group quality department was established under a group chief inspector. Value engineering techniques (enabling the company, by

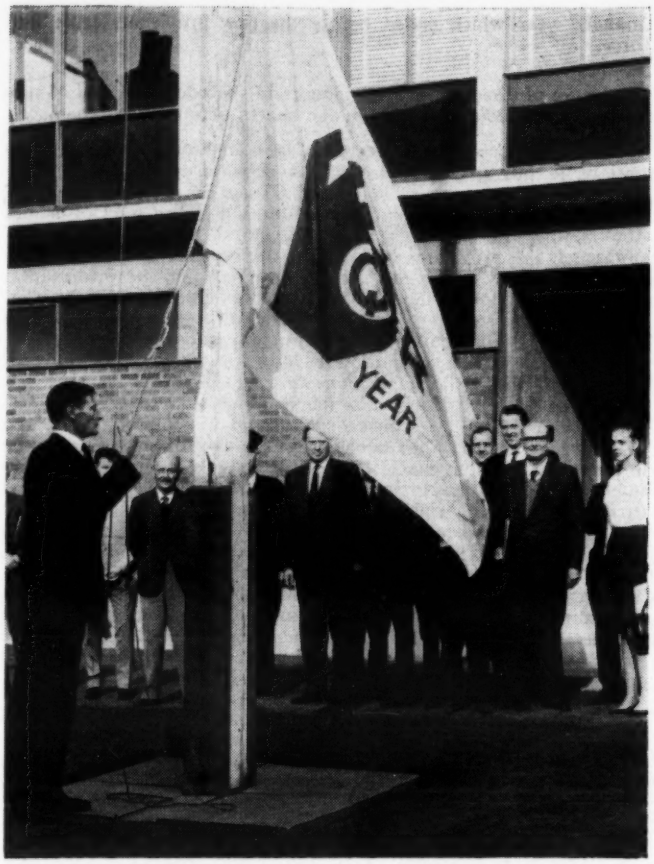
Points from speeches made at the conference will be published in next week's issue.

the rationalization of a number of standard products, to reduce the price of one air gauge unit by over 20 per cent), market surveys, the use of visual standards and quality assurance techniques (including the introduction of statistical quality control and the control of the finished product by sampling from sales stock and work in progress) have all been features of recent company reorganization.

When Quality and Reliability Year was announced, the company was invited by the South Herts Local Productivity Association to act as area pathfinders by starting their own QRY ahead of the National Year. Early in 1966, the company formed 15 groups working under a full-time QR co-ordinator. Group leaders, the board of directors and senior managers formed the QRY operating committee.

The first positive step in the involvement of the whole company was taken by reviving the suggestions scheme. In the first three months over 100 suggestions were made and cash awards totalling £150 have been paid. Since the award structure is based on an initial payment of 10 per cent of the *estimated* savings for a full year plus a 10 per cent payment of the *actual* saving for the first year, the awards are probably worth £300 or more.

A week before the official launching of the Mercer QRY, the film *Story of a Campaign* was shown to every employee and the



Mr. R. S. C. Fletcher, managing director of Carpet Trades Limited, hoisting the Quality and Reliability Year flag over the company's head office in Kidderminster.

managing director explained in detail how the company would be involved. The year would be divided into six two-month periods with a specific theme for each period. A method of judging performance and a league table were announced. The winners of the bi-monthly event would hold a trophy and the outright winners at the end of the year would receive the equivalent of two weeks salary. A newsletter was distributed as one of the principal means of communication and gave details of the first theme: 'Good housekeeping'. The other themes are: Everyone an Inspector; Save Material, Time and Energy; Improve Quality; Speed Exports; Reduce Costs. Special exhibitions, an interchange of personnel visits between factories, lectures, competitions with cash awards, and an energetic public relations campaign are under way. Since the company is acting as a pathfinder, it is proposed to introduce each new theme by inviting local industrialists, businessmen, trade union officials and workers to 'open days'. In this way it is hoped to encourage other firms and businesses to run their own QR campaigns.

CLOTHING, *by C. R. Inman, Executive Director, Design and Planning Centre, Montague Burton Ltd.*

The Burton tailoring organization comprises 14 factories, with 15,000 employees, who produce the equivalent of 50,000 suits per week that are sold in 600 retail shops. This case study describes the company's quality control system for making a three-piece suit.

Cloth, linings and interlinings are the component parts of the suit and these are carefully tested by the company's laboratories. Information is gathered from various sources to assist in the evolving of styles which ensure that every taste and age group are catered for.

Company quality control is divided into four main groups: design; fabrics (raw materials); static intermediate inspection during manu-

COMPANIES BILL, *continued*

classes of business will have to satisfy the Board of Trade as to their financial resources (Clause 46 – see under Financial standards above), their reinsurance arrangements (Clause 47) and the fitness of their officers and persons having voting control to be associated with an insurance company (Clause 48). The Board may attach to authorizations conditions valid up to five years prohibiting investment in specified types of security, requiring a proportion of the assets to be held in Great Britain, or the holding of documents of title in independent custody or the regular provision of information relating to the company's affairs additional to or more frequently than the statutory annual returns (*Clause* 49).

Where it is not appropriate to exercise the Board's power to petition for winding up (S.15 of the 1958 Act, improved by Clause 60) but there is doubt about the company's solvency or proper conduct the Board may direct a company to cease making new contracts until the doubt is resolved one way or the other (*Clause* 50).

Where the conduct of a company seems to the Board likely to lead to insolvency they may require certain precautionary measures on the same lines as the conditions which may be attached at the time of authorization (*Clause* 59).

facture and spot checking by supervision and final inspection of finished garments.

Design

Once a prototype garment has been approved, the design staff make master patterns from which working patterns are produced. Each pattern part is checked against the master pattern before issuing to the cutting room. When the new pattern is issued, a complete specification is sent to all production units and quality control staff. Finally a pilot production is arranged through the manufacturing units, after which the garment can be produced from the specification issued to the required quality standard. Then the complete range of working patterns is issued to the cutting rooms.

Fabrics

So far as outer fabrics are concerned, on submission of original samples a code is assigned, indicating the shade group throughout manufacture. In this way five major items of trimming (linings, buttonhole thread, sewing threads and collar melton) are controlled. Cloths in special shades have to be matched individually to give the desired appearance. All batches of outer fabrics, linings and interlinings subsequently delivered are scientifically tested. Sewing thread, buttons, etc., are also tested.

Intermediate inspection

Each operative is identified on the work ticket. Garments are inspected during manufacture at a number of static passing stations and any rectification needed is carried out by the person responsible for the error. This ensures individual participation in maintenance of quality standards. In addition, spot checking is done by supervisors.

Final inspection

Final examination after pressing off and before delivery to the retail shops is a vital link in the quality control chain. This is a 100 per cent check.

MACHINE TOOLS (STANDARDS) *by H. Lunn, Production Engineer, Management Services, William Asquith Ltd.*

This paper is presented not as a case study of a specific exercise in Quality and Reliability but to demonstrate an important and practical approach to the establishment and maintenance of quality. Standards are regarded by the company as an essential basis for quality control and cost reduction.

Recognition that standards were to play an important part in quality control led to the appointment of a full-time standards engineer, responsible to the chief engineer and assisted by a draughtswoman. A small committee of senior representatives of the design office and production engineering was appointed to advise on, and approve draft standards. It was decided that the presentation of company standards as well as the standards themselves, should be of a high order. It was considered desirable that the standards book should not only contain as much information as practical under one cover, but it should be available in such quantities to permit each designer, draughtsman, planning engineer and departmental head to hold his own personal copy. These considerations resulted in the production of 250 copies of the standards book comprising pages printed on both sides and bound in black plastic loose-leaf binders. The name of each recipient of a standards book was marked in a register in a column at the left-hand side of the page. Other vertical columns were extended under headings of revision date. At each revision every holder of a standard book was visited by the standards engineer's assistant who made the revision personally and at the same time, left a notice of revision showing what had been done.

The paper chooses the section dealing with steels to demonstrate the value of the standards book. The primary task was to reduce the many different specifications used in five machine tool factories. Lists were produced at each factory showing the annual consumption of every size of bar within each specification. These lists were then sorted into three groups each of which was dealt with separately. Finally agreement was reached on the standard steel specifications required by the group and a stock list was printed for each company and included in the standards book. Benefits include bulk purchasing with resultant cost reduction; companies within the group are more readily able to make parts for each other; better utilization of bar material and concisely presented technical information.

Measured tangible savings made during the first year of application of the standards book was £11,000, in addition to numerous intangible and unmeasurable savings that have resulted from the improvement of quality and reliability in component and product manufacture.

FOOD, *by D. J. Wingrove, Head of Quality Control, Oxo Ltd.*

The problems peculiar to the food industry have led the company to an approach they call 'Built-in quality'. To achieve this one must first recognize that every action taken from the purchase of raw materials right through to the storage of the finished product will affect its quality as purchased by the consumer. It follows that every phase of the operation must be specified and controlled and a control system is needed to ensure that the specifications are being met. This control system includes the methods to be used for: sampling and inspecting raw materials and packaging materials; checking each stage of manufacture and sampling and inspecting the finished product. A description of built-in quality is given to explain the principles. The retorting process in the manufacture of non-acid canned goods is designed to render the product sterile by heating sealed cans at temperatures above the boiling point of water. It is usual to take the cans at the end of the process and examine them bacteriologically for sterility and this is done. Unfortunately it takes five days. For this reason the company have isolated the factors which might lead to non-sterility and have placed positive controls upon each of them. The features are the quality of raw materials; processing; can closing; cooling water; heating process and skip check.

There are of course other factors which influence the final sterility (quality) of the product. These too, are controlled. The foregoing illustrates the principal theme. To avoid costly failures, positive action must be taken to control every factor which influences the final quality.

SERVICES TO INDUSTRY—RESEARCH ASSOCIATIONS *By Dr. H. T. Hall, Director, the British Steel Castings Research Association*

The British Steel Castings Research Association (BCSRA) is the only co-operative research organization in the world with its own laboratories and experimental foundry devoted exclusively to research on steel castings. Since 1954 BSCRA has received a Government grant with its industrial income provided in the main by annual subscriptions of members. The association has 61 ordinary (United Kingdom) members, nine Commonwealth, 60 associate members, two overseas, one associate Commonwealth and one associate overseas.

Expert assistance is therefore available to a wide range of companies involved in the production and use of steel castings and the ancillary services involved. The association receives approximately 800 inquiries a year, many of them calling for laboratory work.

A research association such as BSCRA needs, for the service of the industry of which it is an integral part, the undertaking of work which is both long and short in term, but mainly applied in nature. Many previous workers have realized the benefits of making a concise study of the fundamentals and mechanisms of processes and from these further secondary, but important, benefits often arise. Scientific results, also, need to be interpreted as a technology so that they may be exploited by industry.

The paper demonstrates by means of tables the solidarity of support which the research association has received from the steel castings industry and also, by inference the contribution which the research association has made. Tables also show the classification of member firms and their relation to the pattern of British industry. The point is made that while quality control usually saves more than its cost, it may reduce the productivity of foundries and lead to increased overall manufacturing charges. However, the resulting products are dependable and satisfactorily fulfil the requirements of the applications. Quality control is an essential feature of almost all British steel foundries.

After describing recent BSCRA work carried out in an effort to assist the development of quality control the paper discusses the influence of research associations on quality and reliability. It points out that the research work carried out by the association and the

(*Continued at foot of next page*)

New member of the Monopolies Commission

PROFESSOR Ely Devons, Professor of Economics at the University of London, has been appointed a part-time member of the Monopolies Commission by the President of the Board of Trade.

The appointment has been made for an initial period of three years.

Notes:

Professor Devons has been Professor of Economics at London University since 1965.

With this new appointment the Monopolies Commission now has 19 members. The Monopolies and Mergers Act, 1965, permits appointments to be made up to a maximum of 25 members.

Welsh advisory committee for civil aviation

THE BOARD OF TRADE, in consultation with the Secretary of State for Wales, has appointed two new members to the Welsh Advisory Committee for Civil Aviation. They are: Mr. J. A. Berry, managing director of Aluminium Corporation Limited, member of Welsh Economic Council, and Mr. D. J. Davies, chairman of the Wales Tourist Board and member of the Board of the British Travel Association.

Note:

The Committee was set up in January 1961 under the Civil Aviation (Licensing) Act, 1960. Its duty is to advise the Air Transport Licensing Board on the exercise of its functions, with particular regard to local circumstances, and to advise the Board of Trade on civil aviation matters in Wales, including matters relating to aerodromes.

Q AND R CASE STUDIES, *continued*

technical work produced has led to many publications which have assisted the cause of quality and reliability. In fact, of its own volition, the steel castings industry has since the war carried out a complete revision of its quality standards, culminating in the production of a standardized system for the ordering, specification and production of steel castings together with attendant recommended procedures for the standardization of the ways by which various operations are carried out. The work of the British Steel Founders' Association, through its comparison survey, has paved the way for the continual reduction of steel foundry costs through the interchange of know-how and information between foundries who are members of the BSFA. The research and the trade association in the steel castings industry enjoy close collaboration upon matters of common interest.

In the current research programme many projects should lower costs, increase productivity and improve quality and reliability. They include: data collection programmes for creep and related properties, to facilitate the revision of specifications; the production of superior mould paints and mould binders; the development of the use of superior steels to meet more stringent applications; developments in specifications for alloys to fulfil more arduous service conditions, weldability, techniques of non-destructive testing and studies in the methods of treatment of steels such as grain refinement, degassing and fumeless refining.

One of the most important research aspects of all is on X-ray television fluoroscopy. X-rays may be passed through solidifying steel, the mass being shaped to simulate a casting and the changes that occur may be followed and observed. By this method, providing the results of research can ultimately be applied, quality and reliability can be built into the casting. In fact if such a device could be proved successful and ultimately be made available to the whole of the steel castings industry so that shapes may be proved before casting is actually carried out, the concept of 'right first time' should be achieved. The amount of scrap should be greatly reduced and quality and reliability controlled and built into the casting as a superior alternative to the present system, whereby defective castings are inspected out. The benefits to the industry in the quality of its engineering products and the quality of exports cannot be over-stressed. This technique, once established, would spread throughout other industries.

Appointment to Shipbuilding Industry Board

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. J. Gormley as a part-time member of the Shipbuilding Industry Board.

Notes:

In his statement in the House of Commons on August 9 about the report of the Shipbuilding Inquiry Committee (Geddes Report) the President announced the appointment of Mr. Swallow as chairman-designate of the Shipbuilding Industry Board and said he would announce later the appointment of two part-time members. On October 5 the President announced the appointment of Mr. A. E. Hepper as a part-time member. No further appointments are expected at least for the time being.

Mr. Joe Gormley, JP, has served on the National Executive Committee of the National Union of Mine Workers for 11 years.

Industrial Training Board for the civil air transport industry

MR. RAY GUNTER, Minister of Labour, has circulated to interested organizations a draft definition outlining the activities which he proposes should be covered by the industrial training board to be set up for the civil air transport industry under the Industrial Training Act, 1964.

It is proposed that the Board should cover the activities in Great Britain of the Air Corporations, the British Airports Authority, and independent air transport services for the carriage of passengers, mail or other freight. Also within scope are the carrying out of other forms of aerial work for hire or reward; the hiring out of aircraft; the inspection, maintenance, repair, etc. of aircraft, parts of aicraft and certain equipment of aircraft; the operation of aerodromes licensed for public use including the necessary technical, emergency or security services.

Excluded from the Board's scope are activities carried out by the captain or crew of any aircraft registered outside the United Kingdom or operated from Northern Ireland by an employer whose principal place of business is located there.

Any organization which considers that it has an interest in this draft definition and has not yet received a copy should apply to the Ministry of Labour (TC1), 32 St. James's Square, London, S.W.1.

Observations on the draft should reach the Ministry of Labour by December 1 1966.

Appeal against air transport licensing board decision

THE BOARD OF TRADE have dismissed an appeal by British European Airways Corporation against decisions of the Air Transport Licensing Board granting an application from British Eagle International Airlines Ltd. for an air service licence on the route Heathrow and/or Gatwick/Bremen, and refusing a competing application from the Corporation. In reaching this decision the Board of Trade have accepted the recommendation of Sir John Evans, KBE, CB, the Commissioner who heard the appeal.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, Civil Aviation Department, Branch AGP2, Shell Mex House, Strand, London, W.C.2.

Ten-year programme for training docks supervisors

A TEN-YEAR PROGRAMME for training docks supervisors was announced on November 5 by Viscount Rochdale, chairman of the National Ports Council. The aim is to give each of 6,500 men an eight-week course in docks supervision during the period. Courses will be held at eight centres: London, Liverpool, Glasgow, Bristol, the North East, Southampton, South Wales and Hull. A feature of the programme is that it is not confined to the major ports. Men from smaller ports are expected to take part.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 25.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	2-Hydroxybiphenyl	ortho-Hydroxydiphenyl	March 2, 1967	6931
29.13	(±)-Norgestrel	dl-17-Hydroxy-18 homo-19-nor-17α-pregn-4-en-20-yn-3-one.	December 31, 1967	6920

Note: The following is a re-advertisement, under a revised definition, of a current exemption

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
29.15	Sodium oxalate which, in the form in which it is imported contains not less than 5·0% by weight of moisture and which in the dry state contains not more than 98% by weight of oxalates expressed as sodium oxalate, $Na_2C_2O_4$.	Sodium oxalate	6717

Application for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff	Description	Reference
28.08	Sulphuric acid	6836
29.02	o-Difluorobenzene	6246
49.08	Paper pattern printed with dyestuffs in a form suitable for transference to textile materials	7274

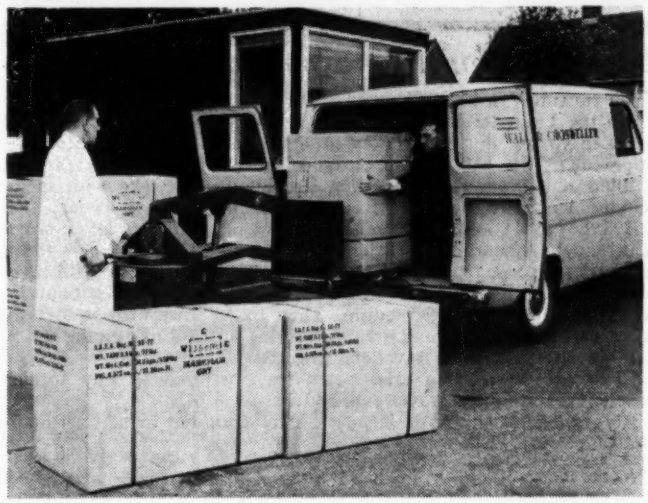
Imports of fresh apples

THE BOARD OF TRADE have announced in Notice to Importers No. 1167, dated November 8, 1966, that the quota for imports of fresh apples from the Relaxation and Dollar Areas and Japan for the period from January 1, 1967, to June 30, 1967, will remain unchanged at 1,375,000 cwts.

Applications can be considered only from traders who held such licences during the corresponding period of last year. They should be made on form ILB/A and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, as soon as possible. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh apples) should be entered. Before issuing licences, the Board of Trade reserve the right to make such enquiries about the use of current licences as they think desirable.

Applicants who wish to effect clearance at more than one port should make out the appropriate number of forms, indicating the proportion in which they wish their allocations to be split.

Licences issued under this quota will in no case be valid until January 1, 1967, nor be extended beyond June 30, 1967.



New Walker Crosweller thermostatic mixing valves for the company's Canadian subsidiary at Markham, Ontario, being loaded at their Cheltenham factory for delivery to London Airport. The new packs are the first of any manufacturing company in the United Kingdom to be officially approved by the International Air Transport Association.

Use of Telex information for Customs clearance

HM CUSTOMS AND EXCISE wish it to be known that importers, exporters and their agents may submit telex information to Customs in cases where urgent clearance of goods is required and formal documents have not been received, or when formal documents need correction.

Whether the information can be accepted and whether, if accepted, it requires confirmation must be at the discretion of the local Collector of Customs according to the particular circumstances of the case, but Collectors will exercise their discretion as sympathetically as possible.

As an example, telex information in lieu of invoices for dutiable goods may be accepted by Customs for assessment of a deposit, subject to confirmation by the production of formal documents as soon as possible. Telex information may also be offered in lieu of packing lists and in support of entries for goods not liable to duty, or liable to specific duty only, or to correct certain errors or clear up ambiguities in documents.

New address for Bristol Official Receiver

THE ADDRESS of the Official Receiver in Bankruptcy, Bristol, will change from 26 Baldwin Street, Bristol 1, to Avon House, Telephone Avenue, Bristol 1 (Tel. Bristol 22852 (unchanged)), with effect from November 15, 1966.

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during October in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958.

Exempted dealers

Addition

Lazard Securities Ltd., 11 Old Broad Street, London, E.C.2.

Deletions

A. Keyser & Co. Ltd., 31 Throgmorton Street, London, E.C.2.

Equitable Securities Co. Ltd., Lee House, London Wall, London, E.C.2.

Exchange control: export of notes

THE TREASURY HAS announced that from November 1 travellers from the United Kingdom and the Channel Islands are no longer allowed to use currency notes of other sterling area countries to supplement the £50 foreign currency travel allowance and £15 in United Kingdom notes that they are allowed to take with them. Under the Exchange Control (Import and Export) Order 1966 (SI 1966/1351) and the Exchange Control (Purchase of Foreign Currency) (Amendment) Order, 1966 (SI 66/1352), travellers to all countries, except the Irish Republic, are allowed to take with them only £15 in notes of the currency of any sterling area country, including the United Kingdom. They may, however, continue to take notes in non-sterling area currencies up to a maximum of £50 as an alternative to travellers' cheques if they wish.

The £15 in sterling area notes may be used to buy foreign currency abroad for travel expenditure.

Travellers to the Irish Republic may continue to take as many notes as they wish.

Notes:

The authorities of the Irish Republic control the provision by banks and other authorized dealers in that country of travel facilities to United Kingdom residents, and operate in conjunction with the United Kingdom authorities to prevent evasion of the United Kingdom control.

The new Orders do not prevent travellers to other sterling area countries from taking with them as much money as they wish provided this is in the form of travellers' cheques encashable only within the sterling area.

'Return match' hospital equipment mission

REPRESENTATIVES of 18 British hospital and scientific equipment manufacturers will spend November 13-19 in Spain visiting medical establishments in the Madrid and Barcelona areas. This mission is a follow-up to the visit of 16 Spanish medical authorities to Britain last March. It is sponsored by the Hospital Export Council, the Scientific Instrument Manufacturers' Association (SIMA), the Ministry of Health, and the British National Export Council, who are giving financial assistance.

EFTA Lord Mayors invited to London

THE LORD MAYORS and city representatives and their wives of EFTA capital cities and Helsinki, together with Sir John Coulson, the Secretary-General of EFTA, and Lady Coulson, have been invited to London from November 11 to 15 as guests of Her Majesty's Government. Their visit is part of the Government's programme for celebrating the achievement at the end of the year of industrial free trade within the European Free Trade Association. Mr. Douglas Jay, President of the Board of Trade, will act as principal host.

During their visit they will view the Lord Mayor's procession from the Mansion House on November 12 and will attend the Lord Mayor's Banquet in the Guildhall on November 14. In addition, they will be entertained by the Export Council for Europe, the Greater London Council, and the British Council.

Trade drive in South East Asia

ONE OF THE strongest ever British trade drives on the South East Asian market started on November 6, with the departure of a trade mission organized by the London and Birmingham Chambers of Commerce, to Malaysia and Singapore. The 21 strong mission is being led by Lord Erroll, president of the London Chamber and a former President of the Board of Trade.

The mission, which is part of a London Chamber plan to cover Asia with regular British trade missions, will be visiting Eastern and Western Malaysia, and Singapore. During their visit members will be meeting representatives of industry and commerce, as well as having talks with Ministers and Government officials. The mission will not only be trying to sell British goods but investigating ways and means for British industry to participate in the development programmes of both countries.

Lord Erroll will be leading a delegation to visit the First Asian International Trade Fair in Bangkok at which will be a British Pavilion, organized by the London Chamber of Commerce, in conjunction with the Board of Trade.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 19,300 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965. (A specimen advertisement appears on page 1206.)

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone numbers:

at HQ: London CITy 9633 Telex 25977

BELFAST (Ministry of Commerce) Belfast 28271 Telex 74578
BIRMINGHAM MIDland 8221 Telex 33702
BRISTOL 21071 Telex 44214
CARDIFF 65426 Telex 49267
GLASGOW CITy 2855 Telex 77583
INVERNESS 30867/8
LEEDS 20485 Telex 55472
LONDON (South Eastern Counties) TATe Gallery 4355 Telex 25991
LONDON (Eastern Counties) TATe Gallery 6271 Telex 25991
COCKERMOUTH 3498
MANCHESTER DEAnsgate 9321 Telex 66104
NEWCASTLE 27575 Telex 53178

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	September 27, 1966	
773,354	Lepetit S.p.A.	Pyridoxamine.
883,846	Agfa A.G.	Photo-planographic printing formes.
	September 30, 1966	
995,628	Regie Nationale des Usines Renault	Devices for automatically and continuously feeding predetermined quantities of articles conveyed on racks.
1,020,336	Bradshaw Aquila Rowland and others.	Livestock enclosure.
	October 12, 1966	
988,403	Nagele, Walter	Retractable writing implement.
	October 14, 1966	
742,112	Agfa Aktiengesellschaft fur Photofabrikation.	Cyanine and styryl dyestuffs.
790,023	Agfa Aktiengesellschaft fur Photofabrikation.	Photographic light-sensitive material with an antihalation layer.
857,205	Coates Brothers & Company Limited	Apparatus for grinding and/or dispersing a solid suspended in a liquid.
943,778	Laboratoire A. Castaigne	Nitro-furylidene-hydrazino-suphonamides and their process of manufacture.
1,024,321	Coates Brothers & Company Limited	Flame stoving of enamelled metal strip.
	October 19, 1966	
872,966	Philco Corporation	Manufacture of semi-conductor devices.
933,144	Philco Corporation	Manufacture of semi-conductor devices.
939,102	Philco Corporation	Production of crystals and apparatus for use therein.
942,135	Philco Corporation	Manufacture of semi-conductor devices.
968,090	Philco Corporation	Manufacture of semi-conductor devices.
1,026,135	Philco Corporation	Electrical contact-making devices.
	October 21, 1966	
749,153	Istituto de Angeli S.p.A.	Manufacturing a derivative of 3.5-dioxo-pyrazolidine.
925,284	Scovill Manufacturing Company	Fluid pressure responsive actuating.
929,824	Scovill Manufacturing Company	Lipstick containers.
929,921	Scovill Manufacturing Company	A fastener setting die.
942,568	Societe d'Electricite Mors	A panel for signalling, control and supervision.
974,760	Michel, Heinrich Adolf	Keying devices, particularly for electrical musical instruments.
1,003,111	Techs Incorporated	Closure for shipping containers.
1,006,095	Michel, Heinrich Adolf	Keying devices, particularly for electrical musical instrument.
1,027,742	Gevaert Photo-Producten N.V.	Silver complex diffusion transfer process.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

'Come to Britain' office in Copenhagen

THE BRITISH TRAVEL ASSOCIATION opened an office in Copenhagen on November 7. The address is: Montergade 1, Copenhagen K, Denmark. It is the Association's second office in Scandinavia. The other is in Stockholm.

BTA survey of the South-west tourist and holiday facilities

THE BRITISH TRAVEL ASSOCIATION in co-operation with the South West Travel Association, is to carry out an extensive, on-the-spot survey into the tourist and holiday facilities of the South-west of England. The £30,000 survey, which is being financed by the Government, will take about 18 months to complete. It will cover the counties of Cornwall, Devon, Dorset and Somerset.

Industrial training board for the hotel and catering industry

MR. RAY GUNTER, Minister of Labour, laid before Parliament an Order* on November 3, constituting the industrial training board for the hotel and catering industry. This is the seventeenth training board to be set up under the Industrial Training Act of 1964. It came into operation on November 7.

* Industrial Training (Hotel and Catering Board) Order, SI 1966 No. 1347, HMSO, or through any bookseller, price 1s. net.

Solvents in food

THE Ministry of Agriculture, Fisheries and Food issued proposals on November 4 which would prohibit the use of all but nine specified solvents in food. Specifications of purity for the permitted solvents are also prescribed. Solvents are used in foodstuffs such as flavouring essences to dissolve substances which are not readily soluble in water.

The proposals are based on the recommendations of the Food Additives and Contaminants Committee and apply to England and Wales. Copies may be obtained from Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1. (Tel. Victoria 8511, Ext. 382).

Remembrance Day, 1966

THE MERCHANT NAVY and the Merchant Air Service will be represented at Remembrance Day ceremonies at the Cenotaph and Westminster Abbey on Sunday, November 13.

The wreath in memory of the men of the Merchant Navy and Fishing Fleets who gave their lives in both World Wars will be laid at the Cenotaph by Captain F. J. Lavers, Commodore Master of Port Line Ltd. Captain R. J. S. Hermes of Caledonian Airways will lay the wreath on behalf of the Merchant Air Service.

At Westminster Abbey the Merchant Navy representative in the procession to the Tomb of the Unknown Warrior, which forms part of the Abbey service, will be Captain S. J. I. Harland, a serving master with Shell Tankers (UK) Ltd. Captain E. W. Louden, British European Airways, will represent the Merchant Air Services.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

THURSDAY, OCTOBER 27

Overseas visits by Board of Trade Ministers

The President was asked whether he would publish in *Hansard* details of the overseas visits made by Ministers in his department during the past two years; for what purposes and at what cost these visits were made; and what had been the results of such visits. Mr. Roy Mason answered that information on costs would be made available as soon as it was ready. In their nature, visits of this kind did not have results which could be quantified. But in the great majority of cases subsequent reports from the country visited had confirmed that the visit was well worth while. The information was published in *Hansard* for October 27, Cols. 203-206.

TUESDAY, NOVEMBER 1

Restrictive Practices Act

Asked whether he would take steps to include restrictions which were contrary to the public interest in service industries within the Restrictive Practices Act, Mr. Douglas Jay, President of the Board of Trade, said 'No. The Monopolies and Mergers Act, which came into force only last year, provides that the Monopolies Commission may inquire into the supply of services in certain conditions. In these circumstances I do not at present contemplate further legislation on the lines suggested'.

Trade with Eastern Europe

Asked what plans he had for improving trade relations with the countries of Eastern Europe, the President said that our trade arrangements with these countries were kept constantly under review with a view to increasing trade in both directions to our mutual benefit. Trade was in fact increasing with most of these countries.

WEDNESDAY, NOVEMBER 2

Airport facilities for supersonic aircraft

Asked what was his present estimate of the number of supersonic airliners which would be requiring airport facilities in Great Britain in 10 years' time; and what plans had so far been made to meet this estimated demand, Mr. Roy Mason, Minister of State, Board of Trade, said that it was too early to make precise estimates of this kind, particularly because of uncertainties about the date at which the American SST would enter service; in regard to the second part of the question, the facilities at United Kingdom airports likely to be used by these aircraft should, together with planned improvements, be adequate for their operation.

Traffic between airports

A member asked what plans existed for improving communications and speeding passenger traffic between each of the major airports of Great Britain and their neighbouring urban centres during the next decade. Mr. Roy Mason replied: 'I understand that the plans of the highway authorities for all major centres include elements which would benefit airport communications.

The possibility of improved systems of public transport is also being currently examined, notably in the study of airport links by the Transport Co-ordinating Council for London and in the Manchester Rapid Transit Study, to both of which the Government are contributing resources.'

National Wool Textile Export Corporation

Asked what support he was rendering to the National Wool Textile Export Corporation in their representations to the United States Federal Trade Commission opposing the introduction of compulsory testing of the fibre content of imported fabrics, the President said that the Board of Trade has worked closely with the Corporation in preparing their submission to the United States Federal Trade Commission. The Government was also making representations to the United States Government in support of the Corporation's case, and had drawn attention to the possible implications of the Commission's proposals in relation to the General Agreement on Tariffs and Trade.

Trade with North Vietnam

Asked with regard to United Kingdom trade with North Vietnam, what, if any, restrictions for British traders arose from United Kingdom Government direction, Lord Rhodes, Parliamentary Secretary, Board of Trade, said that North Vietnam was among the countries to which HM Government applied an embargo on the export of goods of strategic importance.

Exports of a small number of other goods were restricted to all destinations. There were quantitative restrictions on the import of certain categories of goods from North Vietnam, along with other countries.

THURSDAY, NOVEMBER 3

Export of motor vehicles to EFTA countries

A member asked what further representations had been made to the Norwegian and Finnish Governments at the Lisbon Conference following British concern that the European Free Trade Association exporters of important classes of motor vehicles were receiving no benefits over exporters from other countries so far as Norway and Finland are concerned; and what concessions Norway and Finland proposed to make, in view of the imminent abolition of Great Britain's 10 per cent import charge. The President was also asked whether he was aware that the British motor industry could immediately increase its exports by at least £12 million per annum if the spirit of the European Free Trade Association were properly observed in the matter of duty reductions on motor vehicles; and what action he now proposed to take with a view to enabling such an increase in exports to take place. The President said that at Lisbon, he pressed once again that cars, like other industrial products, should receive the benefits of EFTA tariff treatment in Norway and Finland. His Norwegian and Finnish colleagues had not yet promised any change in existing practice. He would continue to pursue this question.

Industrial investment in Scotland

Asked what evidence he had of trends in industrial investment in Scotland; and if he would publish a statistical table in the Official Report showing the quarterly rate of investment, public and private, respectively, for each of the last six years, Mr. George Darling said that quarterly figures of investment in Scotland were not available. Annual figures from 1960 to 1965 were given in Tables 57 and 58 of the *Scottish Digest of Statistics* which was issued last month. Applications for industrial development certificates showed that new projects were continuing to come forward at a satisfactory rate.

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Government contracts to firms in development areas

Asked whether the existing arrangements for giving preference in the award of Government contracts to firms in the former development districts would be extended to the whole of the wider development areas under the Industrial Development Act 1966; and how interested firms might participate in the schemes, the President said that these arrangements had been extended to the wider development areas specified in the Development Areas Order 1966. The schemes would also operate in Skelmersdale New Town and Winsford Urban District where development area facilities were also available.

Firms wishing to participate in the schemes could obtain information about them and a list of the Government Purchasing Departments from the Distribution of Industry Division at the Board of Trade Headquarters, or from any of the Board's Regional Offices in England or from the Offices for Scotland and for Wales.

Transport of animals by air

Asked what action he had taken to secure effective control over the conditions under which animals were transported by air Mr. Roy Mason said that this was essentially an international problem. It could not be solved on a purely national basis. The most promising approach was through the airlines themselves. A special study group which had been set up by the International Air Transport Association was now at work on the problem. The Board of Trade was following the progress of their deliberations and would consider what action, if any, to take in the light of their findings.

Ending of import surcharge

Lord Rhodes was asked what new measures to restrict imports it was proposed to introduce following the ending of the import surcharge on November 30. He replied: 'None'.

FRIDAY, NOVEMBER 4

Import duty on man-made fibres

Asked if he would list the changes in the rate of duty charged on the import of rayon and other man-made fibres since October 1964. Mr. George Darling answered that the most-favoured-nation rate had not been changed since October 1964. In accordance with our obligations under the Stockholm Convention and the Free Trade Area Agreement with the Irish Republic, the rate of duty on imports from EFTA countries had twice been reduced and would be eliminated on January 1, 1967, and that on imports from the Irish Republic had already been eliminated.

Future major airports

Asked when he expected to announce plans for future major airports in the United Kingdom, Mr. Roy Mason replied: 'Other than the plan for a third London Airport there are no proposals under consideration for new major airports in the United Kingdom'.

Acknowledgements of Board of Trade correspondence

The President was asked whether, in the interest of staff economy he would institute a system of acknowledging correspondence by printed cards, as is the practice of a number of other departments, instead of by typed and signed letters as at present. He replied that it was standard practice in the Board of Trade to acknowledge letters by means of printed postcards except when the nature of the communication called for an interim reply rather than a bare acknowledgement.

Trade with Commonwealth

Asked what was the value of exports to India, Pakistan, Ceylon, Malaysia, Singapore, Hong Kong, Gambia, Sierre Leone, Ghana, Nigeria, Zambia, Malawi, Rhodesia, Tanzania, Kenya, Uganda, Canada, Australia, and New Zealand for the years 1955 to 1965, inclusive, and for the year 1966 to date, Mr. Roy Mason quoted information published in *Hansard* for November 4, Col. 184.

MONDAY, NOVEMBER 7

Control of Office Development Act

Asked whether he would make a statement on the effect to date of the control of office development instituted in November 1964 and subsequently carried on under the Control of Office Development Act 1966 the President said: 'The first Annual Report required by the Control of Office and Industrial Development Act 1965, published last July, gives details of the operation of the control of office development during the period from August 5, 1965, when the Act became law, to March 31, 1966. The next annual report will be made as soon as possible after March 31 next. In view of the interest in this subject, however, I propose to publish quarterly, in the *Board of Trade Journal*, particulars of office development permits granted. Figures for the six months ended September 30, 1966, were as follows:

CONTROL OF OFFICE DEVELOPMENT ACT

	Office Development Permits Grants		
	Number	Gross Area '000 sq. ft.	Area relinquished for demolition and change of use
South-East and East Anglia Planning Regions	190	2,098	954
including Metropolitan region	180	2,034	946
of which:			
Central London	30	507	430
Rest of G.L.C. Area	68	652	368
West Midland and East Midland Planning Regions	36	235	86

Board of Trade staff

Asked what factors had caused him to increase the number of civil servants in his department, the President answered that the main factors were the transfer in February 1965 of certain functions relating to shipping and allied work from the Ministry of Transport and in July 1966 of civil aviation business from the Ministry of Aviation. Other increases had been due mainly to increased activity in the field of export promotion, distribution of industry, investment grants and patent office work.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

REPORTS ON SCIENCE ABROAD

Science Abroad. The United Kingdom Scientific Mission (North America) has prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Tel. Holborn 3422).

Notes on Some Dow Polymer Products, by D. L. Griffiths. 4 pages. *UKSM report no.* 66/53. This report gives details of some of the newer resins and foam materials available from the Dow Chemical Company. Properties and possible applications of polyethylene and styrene-acrylonitrile foams are discussed, and the advantages of the Derakane vinyl ester resins for composite manufacture are also mentioned. Reference is made to some specific properties of Dow epoxy resins, and a final section refers to recent developments in the silicone field.

1966 IEEE Summer Power Conference, by H. K. Bourne. 13 pages. *UKSM report no.* 66/57. This report summarizes papers given at the IEEE Summer Power Conference in July 1966, in New Orleans. These papers deal with spinning reserve in power systems, gas turbine electric generators, ferro-resonance problems, outages and reliability of EHV lines and corona effects.

Department of Atmospheric Sciences, University of Washington, by H. K. Bourne. 3 pages. *UKSM report no.* 66/58. This report describes the current research programme on atmospheric sciences in the University of Washington, one of the 21 laboratories in the University Corporation for Atmospheric Research. The work includes air-sea energy transfer, Arctic and glaciological meteorology and meteorological instrumentation.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Government sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Nov. 17	**Aircraft spares, miscellaneous stores, including:**	**No. 25 Maintenance Unit, R.A.F., Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Powered flying control and flight refuelling equipment; rubber dinghies; aircraft wheels; parachute assemblies; brake units; motors; trailer chassis; friction plates; cameras and photographic equipment; film and bromide paper; power distribution stands; generators; regulators; transformers; rectifiers; actuators; inverters; EMI recorders; RCA receivers; wooden cases and crates; steel pallets; webbing equipment; pedestal and various lamps; furniture; clothing, including greatcoats; raincoats; blouses; trousers; khaki drill; shirts, underwear etc.; footwear; and a large assortment of general stores.

Nov. 22	**Miscellaneous stores, clothing and textiles.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.**	**Fuller, Horsey, Sons & Cassell, (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Miscellaneous stores: Ottway 7 x 50 telescopes and monoculars; Ross 7 x 50 prismatic binoculars and monoculars; Barr & Stroud 7 x 50 prismatic binoculars; 7 tons of spares for Mather & Platt and Duke & Ockendon centrifugal water pumps; Sulzer and Tangye self propelling pumps; Allen 'Sheepsfoot' roller; Aveling Barford road roller (2½ ton petrol driven); Parker petrol driven portable concrete mixer; Coventry Climax diesel driven fork lift trucks; spares for Chrysler 'Crown' 26 h.p. petrol engines; 6 grit spreading machines (4 & 5 ton capacity); portable drilling machines; electric drills; buffers and grinders; hand drills; welding machines; hand presses; pneumatic head cutter; 320 wooden 30 ft. and 35 ft. extending ladders; steel lockers; metal racks; wireless spares; photographic equipment; miscellaneous tool kits and tools; blocks and tackle; wooden cases; 5 tar and bitumen oil fired heaters; 4 Johnson 22 h.p. outboard motors; Nissen hutting sections; motor driven ventilating fans; steel 4-way stacking pallets; electric cable; theodolites; stop and pocket watches; 3,650 straight and curved corrugated iron sheets; Rolls-Royce UNE 4-cylinder and Bedford 6-cylinder engines; Mann Egerton 35 cwt. portable hand operated workshop cranes; various welding rods; MT spares; large quantity of furniture and kitchenware.

Clothing and textiles: KD trousers and shorts; leather jerkins; raincoats, smocks, capes, hood and trousers; pyjama suits; khaki shirts; battle dress blouses; woollen and cotton drawers, vests and jerseys; men's and women's greatcoats; white and coloured blankets; woollen gloves, stockings and socks; mattresses; sleeping bags; carpets; rugs; web packs; kit bags; men's ankle boots and shoes; old canvas, tentage, hessian and webbing.

Dec. 1	**Aircraft spares, aircraft instruments, miscellaneous stores including:**	**No. 14 Maintenance Unit, R.A.F., Carlisle.**	**Harrison & Hetherington (Dept. L), Botcher gate, Carlisle. (Tel. Carlisle 26292.)**

Various power units; generators; electric motors; test sets; wireless receivers and spares; electronic valves; various servo motors; contamination meters; aircraft panel clocks; pocket and stop watches; large and small engine stands; various amplifiers; radio rack assemblies; 500 strobe units; electronic, pneumatic and hand drills; Wolf portable electric saws 10 ins. 200/250 v; stocks and dies; miscellaneous tools; 480 binoculars; CAV 6-cylinder fuel injection pumps; various types of compasses; batteries; wooden and metal pallets; 2,200 wooden boxes; 200 galls. black bituminous paint; miscellaneous furniture including cabinets, chairs, tables, metal cupboards etc.; and approximately 450 wooden extending ladders 30 ft. and 35 ft.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).

SPECIAL NOTICE

A vehicle Auction Sale to be held at Ordance Storage and Disposals Depot, Ruddington, Nottingham, commencing December 6, 1966, will include 128 self propelled fire pumps (700 gmp) by Leyland/Sulzer/Tangye and 216 Large trailer fire pumps by Coventry Climax.

For details apply to Directorate of Army Sales, Sales 4bi (A), Room 422, First Avenue House, High Holborn, London, W.C.1.

SALE BY TENDER

ELECTRONIC EQUIPMENT

Ferranti Pegasus computer and ancillary equipment; Elliott 402 computer and associated equipment. Applications for Tender Forms to Ministry of Defence (AD), Directorate of Army Sales (Sales 4cii (A)), Room 424, First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders to be returned by 10 a.m., December 6, 1966.

E R

By Order of The Secretary of State for Defence

Sale by auction of

R.A.F. No. 35 M.U.6 site Heywood, Lancashire

35 acres freehold, 274,000 sq. ft. single storey buildings near Lancs/Yorks Motorway

6th December, 1966 at The Estate Exchange, Manchester, 2.

details from:—

ERS&K EDWARD RUSHTON SON & KENYON

12 York Street, Manchester, 2, CENtral 1937; and at London—LONdon Wall 4601

Government Publications

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Her Majesty's Stationery Office, 49 High Holborn, W.C.1, or 423 Oxford Street, W.1

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964															
4th quarter	127	130	148	143	125	107	159	124	177	191	154	+151	+ 76	+30	+15
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter						109									
1966															
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August		135*				109									
September						108									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter			137·5	+3·7	114·7*	133·7*	169·8	322	253		161	157	
1966													
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·1*	133·7*	169·8	318	255		164	163	
September			137·6	+3·6	113·1*	133·7*	169·8	344	235		154	159	
October								377	217				

* Provisional. † Not seasonally adjusted.

Shipping movement at United Kingdom ports

Foreign and coastal trade movements in July 1966

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during July 1966, amounted to 16,325 thousand net tons; this was 3.7 per cent more than the tonnage for the same month in 1965. Commonwealth vessels accounted for 6,635 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first seven months of the year showed an increase of 5,111 thousand net tons over the figures for the same period of 1965.

There was a 1 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo during July, and a 9.6 per cent decrease for the first seven months of the year compared with 1965.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

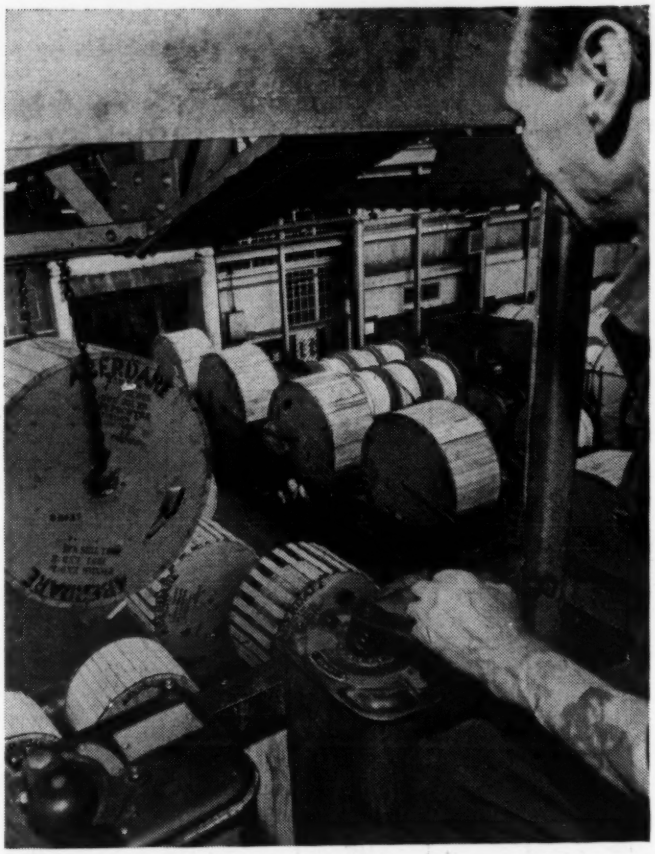
The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

A CRANE DRIVER'S VIEW OF EXPORTS



Cable representing part of a £63,000 contract for New Zealand being loaded on to trucks in the transport bay at the factory of Aberdare Cables Ltd., Glamorgan. The contract, 11kV paper insulated mains cable, was placed by the Aukland Electric Power Board of New Zealand.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of July 1965	6,176	10,120	4,522	204	5,395	4,852	5,626	2,826	166	2,634
Month of July 1966	6,121	10,105	3,284	176	6,646	4,940	6,220	3,003	172	3,045
Seven months ending July 1965	37,348	63,050	26,966	1,508	34,577	30,784	33,241	16,752	1,091	15,398
Seven months ending July 1966	36,088	61,550	22,332	1,249	37,969	29,463	31,996	13,828	1,051	17,117
In ballast: Month of July 1965	2,236	3,058	1,659	34	1,365	3,699	7,738	3,288	124	4,325
Month of July 1966	2,245	3,328	1,568	58	1,702	3,899	8,912	3,452	103	5,357
Seven months ending July 1965	10,772	14,253	6,880	399	6,974	17,561	44,464	17,111	888	26,464
Seven months ending July 1966	10,284	14,548	6,028	285	8,236	18,042	46,405	15,228	780	30,397

(1) Includes Irish Republic and South Africa.

Government Publications

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Her Majesty's Stationery Office, 50 Fairfax Street, Bristol 1

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	July		Seven months ended July		July		Seven months ended July	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	2,011	1,615	11,766	9,530	1,737	1,645	10,187	8,034
Other Commonwealth	159	160	924	939	187	181	1,173	1,071
Foreign	4,006	4,346	24,658	25,619	2,928	3,114	19,424	20,358
Total	6,176	6,121	37,348	36,088	4,852	4,940	30,784	29,463
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,522	3,284	26,966	22,332	2,826	3,003	16,752	13,828
Registered in Canada	—	—	4	7	—	—	—	14
Registered in other countries	204	176	1,505	1,242	166	172	1,091	1,037
Soviet	102	89	497	508	30	40	157	280
Finnish	60	84	447	488	20	26	180	239
Swedish	384	586	2,366	2,604	119	247	862	1,133
Norwegian	1,139	1,470	7,554	8,559	557	595	2,778	3,262
Danish	272	307	1,767	2,039	187	227	1,109	1,156
Polish	23	16	145	144	18	10	94	74
Germany (Federal Republic)	493	410	2,307	2,627	211	241	1,509	1,609
Dutch	679	802	4,425	4,446	507	509	2,970	3,057
Belgian	240	267	1,240	1,466	201	220	1,007	1,113
French	554	678	2,697	2,930	391	406	1,667	1,721
Spanish	46	49	382	390	34	30	352	380
Italian	122	212	1,022	1,007	2	7	24	105
Yugoslav	7	7	66	58	10	5	48	44
Greek	174	166	1,431	1,231	53	74	351	504
United States of America	124	256	1,430	1,360	81	214	1,116	1,141
Panamanian	115	139	1,035	1,099	69	26	190	212
Liberian	687	853	4,667	5,502	42	53	274	340
Other	174	256	1,100	1,512	103	115	710	747
Total foreign	5,395	6,646	34,577	37,969	2,634	3,045	15,398	17,117
TOTAL	10,120	10,105	63,050	61,550	5,626	6,220	33,241	31,996
Trading areas:								
Irish Republic	603	583	2,942	2,391	641	647	2,883	2,621
Northern Europe (Foreign)	2,513	2,647	14,781	14,501	1,906	2,085	11,855	12,011
Europe (Atlantic) and Western Mediterranean Countries	1,329	1,415	6,968	6,943	973	942	4,989	4,640
Central and Eastern Mediterranean Countries	1,034	1,221	7,293	7,660	145	183	910	991
West and South Africa	628	542	4,362	4,457	198	275	1,447	1,535
East Africa, Persian Gulf, India	1,228	1,056	8,455	8,687	235	213	1,666	1,381
Eastern Asia and Islands in the Pacific	214	221	1,362	1,547	196	229	1,280	1,292
Australasia	346	381	2,085	2,331	177	290	1,184	1,095
North America (Atlantic Coast)	1,264	1,282	6,896	6,676	838	1,080	4,857	4,578
West Indies and Central America (Atlantic Coast)	695	585	5,428	4,707	157	166	1,052	1,093
South America (Atlantic Coast)	128	134	1,114	1,056	87	90	658	449
South and Central America (Pacific Coast)	22	5	304	158	21	5	130	92
North America (Pacific Coast)	109	10	1,008	373	46	15	322	214
Other areas	6	23	49	64	6	2	9	3
Total Commonwealth Countries(1)	3,210	2,910	20,107	17,853	1,705	1,728	9,364	8,062
Total Foreign Countries	6,910	7,195	42,943	43,698	3,921	4,492	23,877	23,934
TOTAL	10,120	10,105	63,050	61,550	5,626	6,220	33,241	31,996

(1) Includes Irish Republic and South Africa.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

20s. *per issue* (*by post 20s. 10d.*)

'The booklet does collate a lot of interesting information . . .' The Economist.

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

Table 3. Foreign trade arrivals and departures at principal ports, January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	5	9	33	25	19	49	23	13	44	25	19	59
Bristol	2,385	2,288	1,016	2,478	2,358	1,059	396	286	302	2,326	2,321	968
Cardiff	942	802	356	1,089	1,068	533	268	298	282	1,218	1,141	554
Dover	2,255	2,284	1,917	4,803	4,734	4,004	2,198	2,064	1,631	4,817	4,646	3,929
Falmouth (inc. Truro)	47	54	30	527	864	183	1	42	31	836	1,213	222
Folkestone	395	406	360	689	624	483	329	337	329	724	532	465
Grimsby (inc. Immingham)	1,503	1,964	1,738	1,680	2,193	1,912	346	686	615	1,733	2,092	1,987
Harwich	2,600	2,770	2,068	2,778	2,944	2,259	2,716	2,826	2,172	2,810	2,979	2,291
Holyhead	843	708	490	896	762	517	856	741	499	878	774	527
Hull	2,780	2,687	2,239	2,967	2,846	2,454	947	1,143	1,522	2,924	2,822	2,375
Lancaster	143	127	25	164	137	34	13	37	20	149	113	29
Liverpool	8,822	8,563	3,039	10,408	9,959	3,753	4,317	3,751	2,452	10,714	10,070	3,706
London	17,570	16,513	8,268	21,924	20,813	10,047	8,449	8,204	5,972	21,096	20,740	10,355
Manchester (inc. Runcorn)	3,370	3,284	1,542	3,555	3,470	1,750	1,075	959	1,129	3,095	3,043	1,762
Middlesbrough	1,911	1,708	806	2,538	2,163	1,070	1,210	1,030	779	2,743	2,383	1,136
Milford Haven	3,545	4,199	242	4,140	4,626	507	517	567	246	3,856	4,361	481
Newhaven	514	388	451	572	415	481	447	372	430	536	395	466
Newport (Mon.)	688	884	336	1,054	1,170	527	618	559	479	1,201	1,268	628
Plymouth	145	192	297	387	264	441	85	287	260	343	472	473
Southampton	9,711	8,777	1,560	11,660	10,709	2,023	4,747	4,020	1,235	11,584	11,152	2,013
Swansea	504	309	195	1,307	1,054	675	1,222	987	888	1,503	1,243	970
Tyne ports	1,482	1,314	793	2,203	1,858	992	931	874	593	2,627	2,302	1,014
Glasgow	3,147	3,017	868	3,558	3,386	999	1,592	1,417	559	3,652	3,545	985
Grangemouth	532	691	643	802	911	805	667	739	624	872	1,056	797
Greenock	453	155	55	1,318	1,190	186	275	40	17	1,471	1,183	170
Leith	487	473	638	539	532	672	198	176	374	483	467	560
Belfast	1,272	1,149	732	1,333	1,294	845	280	261	340	1,211	940	610
Other ports	5,363	4,893	9,137	6,602	6,209	12,240	2,949	2,666	7,361	6,446	6,143	12,377
TOTAL	73,413	70,608	39,874	91,994	88,571	51,500	37,673	35,383	31,185	91,869	89,416	51,909

Table 4. Coasting trade arrivals and departures at principal ports, January-July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	17	4	17	1,240	771	1,080	1,226	762	1,035	1,245	772	1,060
Bristol	960	882	762	1,321	1,256	2,636	786	516	1,625	1,598	1,309	2,708
Cardiff	390	337	431	957	767	1,655	183	218	817	724	713	1,639
Cowes	1,132	1,177	5,987	2,633	2,376	10,955	1,046	1,102	5,383	2,622	2,697	12,348
Falmouth	117	106	114	476	548	423	66	68	248	150	168	373
Hartlepool	53	29	48	408	219	279	340	181	202	418	251	276
Hull	555	680	262	1,056	1,142	945	497	511	564	1,088	1,039	930
Immingham	433	464	116	939	1,000	573	618	698	544	934	1,106	699
Lancaster	932	730	456	1,169	842	694	702	825	660	909	891	698
Liverpool	1,992	1,568	1,377	2,865	2,241	2,379	1,806	1,443	1,912	2,837	2,355	2,507
London	4,638	3,823	3,055	5,882	5,071	4,824	1,555	1,545	1,709	6,420	5,577	4,917
Manchester	580	666	459	860	984	1,021	485	499	565	933	1,008	1,018
Middlesbrough	253	292	207	820	752	842	215	222	433	650	599	754
Milford Haven	173	161	45	1,927	2,267	807	2,118	2,362	803	2,269	2,477	844
Newport (Mon.)	216	244	742	357	382	884	13	7	21	263	273	778
Portsmouth	253	219	1,154	1,774	1,832	7,514	48	47	551	1,779	1,813	7,472
Preston	658	599	1,072	725	656	1,210	619	560	986	757	682	1,285
Southampton	1,850	1,763	5,928	3,437	3,420	7,485	2,911	2,914	6,142	3,384	3,329	7,449
Sunderland	148	112	117	1,041	835	976	817	656	763	1,026	785	927
Swansea	83	94	271	981	1,001	2,136	585	718	1,564	733	803	1,831
Tyne ports	432	439	104	2,307	1,877	1,170	1,100	843	803	1,858	1,477	1,183
Glasgow	742	739	557	1,253	1,141	879	564	415	535	1,198	1,063	931
Belfast	3,550	3,255	4,195	3,810	3,400	4,496	2,918	2,614	3,018	3,855	3,432	4,623
Other ports	7,999	7,047	16,064	11,277	10,002	25,061	5,853	4,785	9,270	11,213	9,753	24,499
TOTAL	28,155	25,430	43,540	49,516	44,782	80,924	27,066	24,511	40,153	48,862	44,368	81,749

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Table 5. Shipping movements at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of July 1965	7,269	3,684	3,161	524	6,572	3,386	2,885	500
Month of July 1966	6,654	3,721	2,841	879	6,506	3,696	2,824	872
Seven months ending July 1965	42,717	24,124	19,810	4,315	40,584	23,560	19,141	4,418
Seven months ending July 1966	38,241	21,742	16,100	5,642	36,538	21,705	15,691	6,014
In ballast: Month of July 1965	8,226	3,702	3,157	545	8,629	3,576	3,158	418
Month of July 1966	6,660	3,448	2,820	628	8,188	3,593	3,055	538
Seven months ending July 1965	40,706	21,068	17,120	3,949	41,910	20,512	17,072	3,440
Seven months ending July 1966	36,945	19,176	14,335	4,841	39,277	18,782	14,524	4,258
Coasting Trade – United Kingdom								
With cargo: Month of July 1965	8,172	4,362	3,789	574	7,365	4,290	3,579	710
Month of July 1966	7,642	4,451	3,443	1,008	7,176	4,272	3,300	972
Seven months ending July 1965	48,560	28,155	23,502	4,654	44,726	27,066	22,233	4,833
Seven months ending July 1966	43,540	25,429	19,111	6,318	40,153	24,511	17,987	6,524
In ballast: Month of July 1965	8,343	3,798	3,250	548	9,020	3,833	3,364	469
Month of July 1966	6,669	3,489	2,857	632	8,629	3,800	3,241	559
Seven months ending July 1965	41,238	21,360	17,361	4,000	44,453	21,796	18,108	3,688
Seven months ending July 1966	37,384	19,353	14,451	4,902	41,596	19,857	15,372	4,485

(a) Commonwealth and Irish Republic.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Cinema admissions and takings in September

DURING SEPTEMBER, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 5.8 million and the weekly average of gross box office takings was £1.29 million.

Gold and convertible currency reserves

THE TREASURY announce that after some repayment of drawings on Central Bank facilities, the gold and convertible currency reserves rose by £20 million during October, to stand at £1,149 million at the end of the month.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

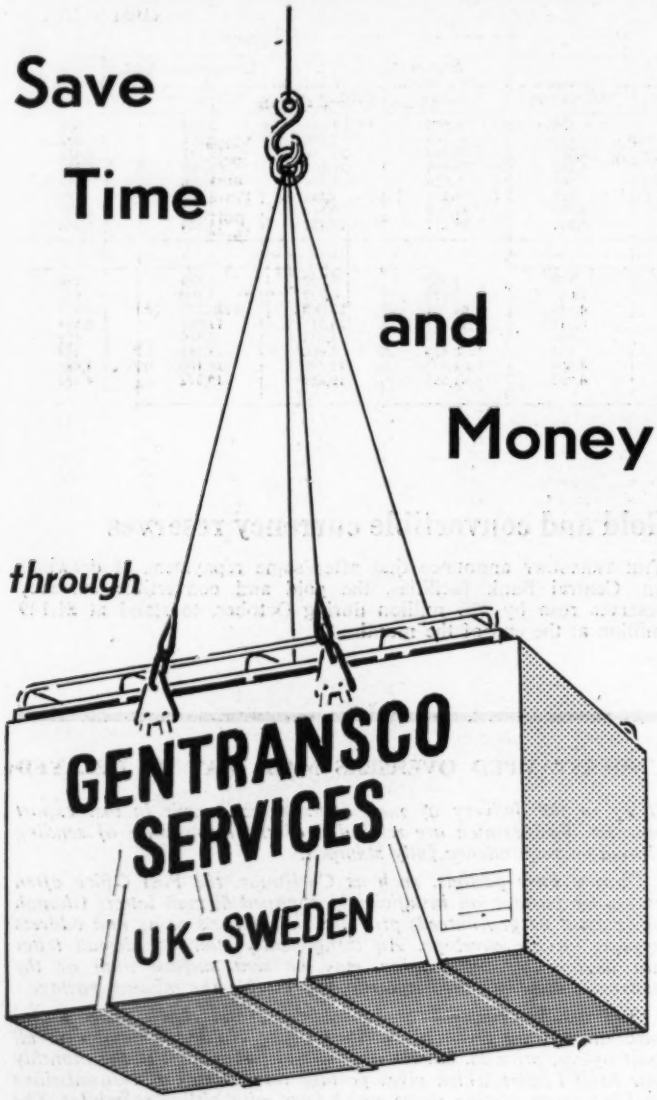
Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, November 4, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Where the Bullets Fly	Br/E 31763	90	October 31	Ranworth Film Services Ltd.	Puck Films Ltd.
Look at Life Series 31: *High and Dry*	Br/E 31767	9	November 4	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1951	Br/E 31365	9	November 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1951A	Br/E 31366	8	November 4	,, ,,	,, ,,
Pathe News 66-87	Br/E 31434	7	November 4	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-88	Br/E 31435	8	November 4	,, ,,	,, ,,
FOREIGN					
The Young Warriors	F 31761	93	October 31	Rank Film Distributors Ltd.	Universal International Films Inc.
Winter A-Go-Go	F 31762	71	October 31	Columbia Pictures Corp. Ltd.	Reno Carell Productions.
Shellshock	F 31764	84	November 3	Grand National Pictures Ltd.	Parade Pictures Corp.
The Boy Cried Murder	F 31765	80	November 3	United Artists Corp. Ltd.	Carlos Films Ltd.
Onibaba	F 31766	105	November 3	Orb Productions Ltd.	Tohu Kabushiki Kaisha (Toho Co. Ltd.), Tokyo.



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HULL	HULL 36850	MR. A. WEBSTER
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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

***Unit value index numbers of imports and exports* (Table 1)**

IN SEPTEMBER the overall import and export unit value indices and the terms of trade were unchanged from their August levels of 109, 113 and 104 respectively (1961=100).

Although the overall import unit value index in September remained at about its August level there was a rise of almost 1½ per cent in the food, beverages and tobacco index with offsetting falls of 1½ per cent in the basic materials index and 1 per cent in the index for manufactured goods. Within the food, beverages and tobacco class of goods there was a seasonal rise in the average value of tea but a fall in the average values for imported beef and lamb. The fall in the manufactured goods index was due to lower average values for imported copper.

The overall export unit value index in September was unchanged from its level in August. There was, however, a fall of about 1½ per cent in the index for non-manufactured goods and a rise of the same amount in the index for other manufactured goods. No significant changes were recorded in the remaining indices.

***Volume of imports and exports* (Table 2)**

The aftermath of the seamen's strike in May and June continued to be reflected in the figures of United Kingdom overseas trade. The volume estimates for September follow the same pattern as those for the value with rather lower figures for both exports and imports. It is still difficult as yet to assess recent trends for either imports or exports.

The volume of imports in September fell sharply to well below the pre-strike level. In September the index was 121 after having remained at 129 for the previous two months which appeared to include an influx of goods delayed by the strike. The volume of imports in the first nine months of this year was 4½ per cent more than in the same period a year ago. The corresponding increase by value was 6 per cent; an important factor in this has been the rise in copper prices. Most of the increase in volume was in imports of manufactured goods, whose volume was 10 per cent more than in the first nine months of 1965, with substantial rises in imports of both semi and finished manufactured goods. Imports of fuels also showed a sharp increase in quantity during the period and there was a moderate rise in imports of food, beverages and tobacco. Imports of basic materials fell back from the rates reached in the first three quarters of 1965.

The volume of exports remained above the pre-strike level in September although rather lower than the high August figures to which exports had rebounded following the depressed levels in June and July due to the seamen's strike. The index in September was 124, a figure still well above the average pre-strike index of 121 in the first five months of this year. In the first nine months of this year the volume of exports was 3 per cent more than it had been in the first nine months of last year, compared with a 6 per cent rise in value over the same period. Most of the main categories have shown some rise in volume this year so far, with the exception of metals and textiles, exports of which have decreased sharply in volume from a year ago.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights. . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
1964 September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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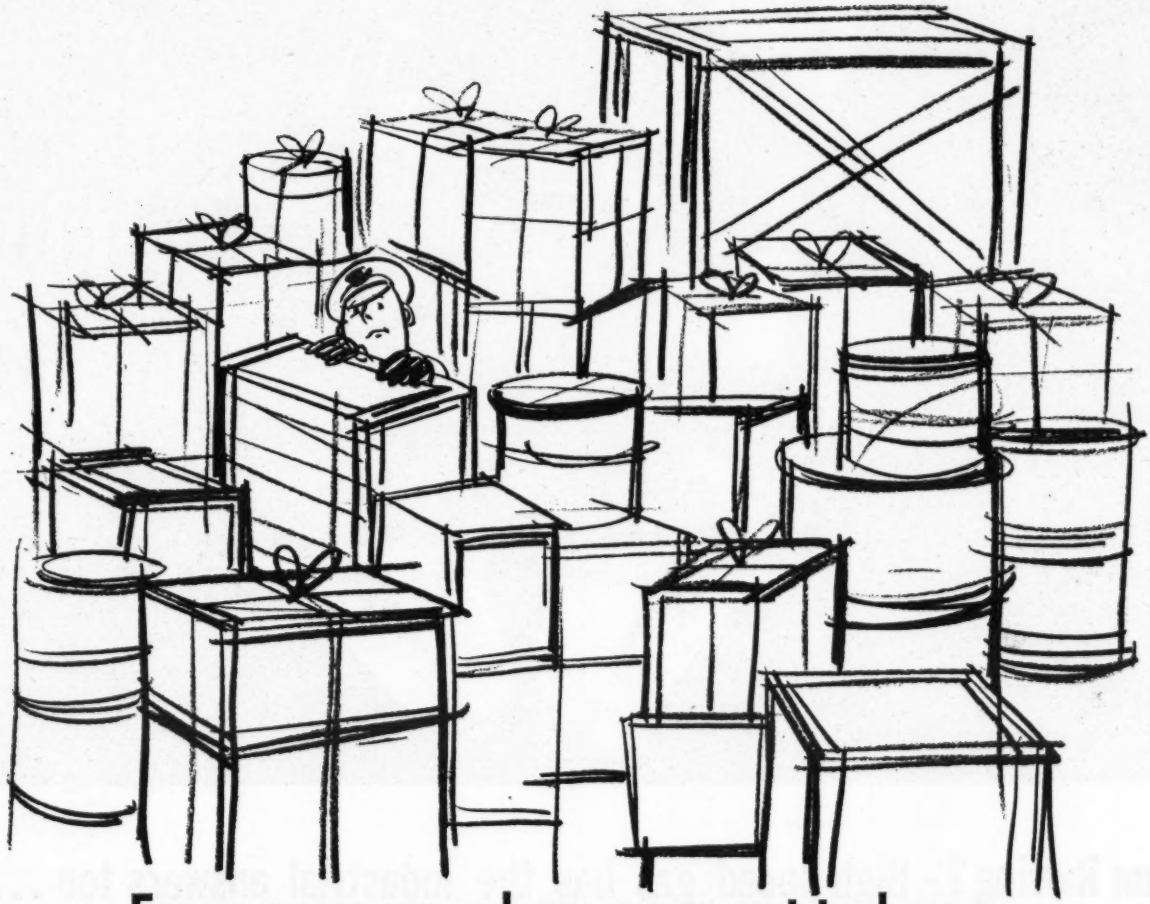
United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	Imports					Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted:													
1966 3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
1965 September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
Seasonally adjusted													
3rd quarter	*120*	*108*	*105*	*125*	*138*	*109*	*110*	*109*	*129*	*104*	*103*	*104*	*121*
4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
2nd quarter	*122*	*99*	*99*	*149*	*149*	*114*	*124*	*113*	*130*	*93*	*98*	*112*	*127*
3rd quarter	*126*	*105*	*109*	*153*	*150*	*122*	*121*	*121*	*139*	*98*	*103*	*121*	*136*
1966 September	*119*	*103*	*107*	*125*	*139*	*115*	*136*	*112*	*130*	*108*	*107*	*110*	*109*
October	*120*	*103*	*106*	*135*	*141*	*116*	*122*	*116*	*131*	*104*	*112*	*115*	*120*
November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*111*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*
April	*123*	*98*	*100*	*155*	*152*	*120*	*131*	*119*	*133*	*100*	*103*	*116*	*146*
May	*127*	*103*	*102*	*160*	*154*	*122*	*132*	*121*	*140*	*94*	*104*	*126*	*120*
June	*114*	*94*	*95*	*133*	*140*	*100*	*109*	*99*	*118*	*84*	*87*	*95*	*116*
July	*129*	*104*	*110*	*153*	*157*	*116*	*121*	*115*	*128*	*99*	*100*	*113*	*132*
August	*129*	*111*	*112*	*157*	*150*	*126*	*115*	*127*	*146*	*102*	*103*	*130*	*141*
September	*121*	*101*	*104*	*150*	*143*	*124*	*128*	*122*	*143*	*92*	*107*	*122*	*136*



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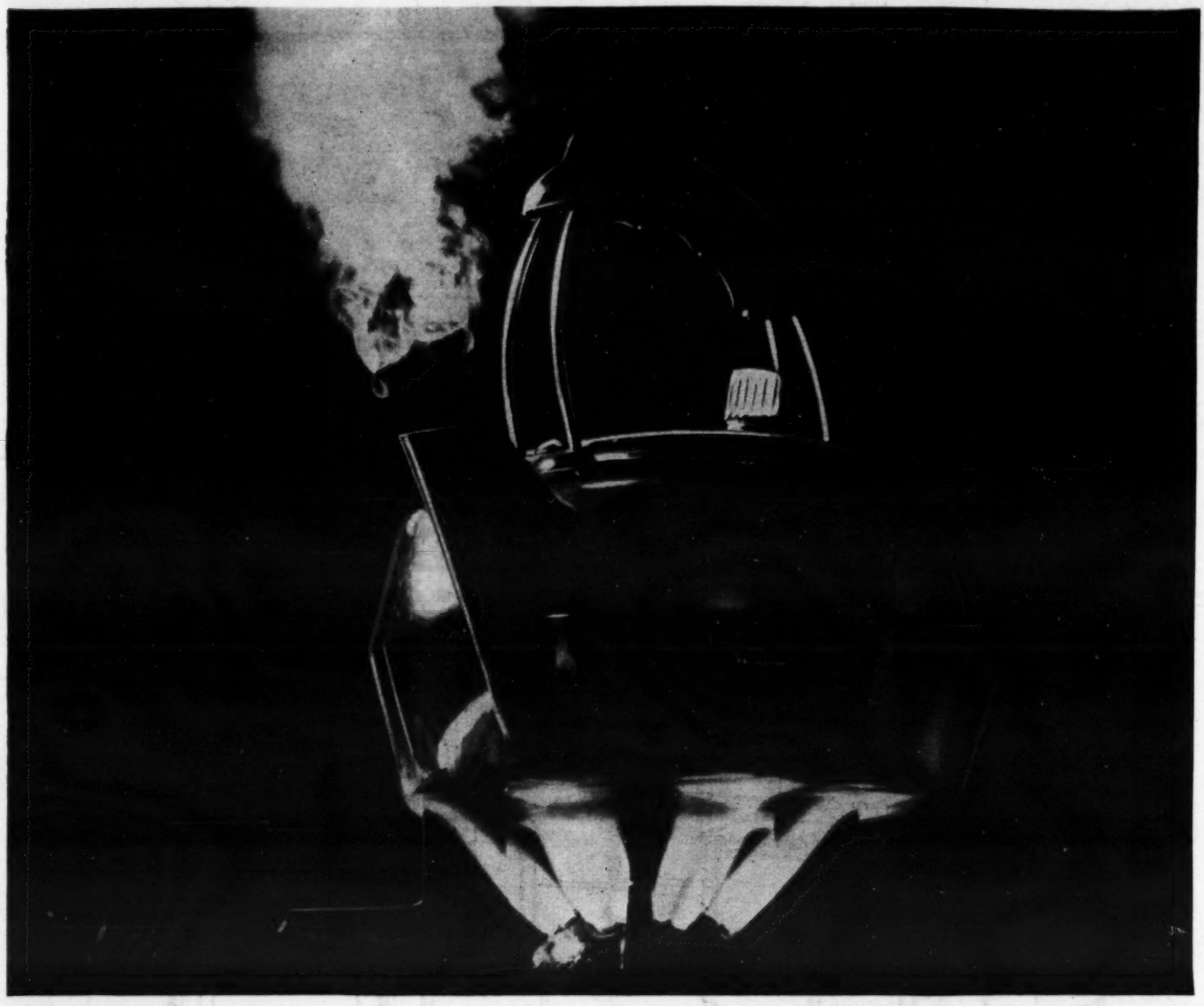

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HIGH SPEED GAS

Activity at United Kingdom and Channel Islands aerodromes in June 1966 and first half of 1966

THE HIGH RATE of expansion in all sections of air transport activity experienced in May continued throughout June. There was a very large increase in the weight of cargo carried by air, 65 per cent more than in June 1965. This was undoubtedly due in the most part to the effect of the seamen's strike, which contributed to the marked increase in air transport movements at United Kingdom aerodromes, which were 15 per cent more than a year earlier. Passenger traffic at all United Kingdom airports was 19 per cent above what it had been a year earlier, with particularly large increases at Southampton and Portsmouth attended by a severe decline at Bournemouth.

Over the last four calendar years growth in passenger traffic has developed steadily at an average rate of 13 per cent a year. During the first half of 1966 passenger traffic at all United Kingdom airports was 14 per cent more than in the first half of 1965. Heathrow (London) accounted for more than half the passenger traffic in the first six months of 1966, handling 5,263,400 passengers, 12 per cent more than in the first six months of 1965. Passenger traffic at Gatwick continued to expand at a higher rate than the national average increasing by 23 per cent to 616,000 passengers in the first half of 1966. At most airports passenger traffic increased, with the significant exception of Bournemouth where traffic was down to about one third of the volume a year earlier because of the switch of CI services. The greatest percentage increases occurred at Southampton, where the number of passengers handled was almost four times greater than in the first half of 1965, and at Portsmouth where passenger traffic increased by about 150 per cent. Other airports where appreciable increases in passenger traffic were recorded were Luton by 69 per cent, Tees-side by 53 per cent, Lydd by 35 per cent, Ronaldsway by 29 per cent, Glamorgan (Rhoose) by 28 per cent and Prestwick by 26 per cent.

Over the last four years there has been an increase in the rate of growth of air transport movements. Between 1964 and 1965 movements increased by 7 per cent and in the first half of 1966 this trend continued; air transport movements were 11 per cent above the first six months of 1965. In the first half of 1966 freight traffic expanded rapidly; the weight of cargo carried by air was 32 per cent more than in the first half of 1965, compared with an increase of 5 per cent between 1964 and 1965. The large increases in movements and freight traffic were boosted by the effect of the seamen's strike in the last two months of the half year. At Heathrow (London) air transport movements increased by 9 per cent in the first six months of 1966 and at Gatwick they were 22 per cent more than a year earlier.

Detailed figures for June are given below. Figures relating to the Channel Islands aerodromes are included through the courtesy of the Channel Islands authorities.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands. Month: June 1966

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Short Tons	
MOA and other UK aerodromes							
1966	113,450	63,232	2,722,295	2,636,247	86,048	73,269.8	5,176.5
1965	95,466	55,066	2,278,989	2,205,766	73,223	44,401.0	2,890.5
London Area Aerodromes							
1966	32,796	24,660	1,486,668	1,464,985	21,683	27,773.5	2,382.0
1965	29,197	22,038	1,271,747	1,253,353	18,394	17,895.0	1,968.9
†London (Heathrow)	22,070	20,635	1,290,570	1,271,484	19,086	25,174.1	2,334.9
†London (Gatwick)	7,064	3,940	194,912	192,315	2,597	2,505.6	47.1
†Stansted	3,293	27	974	974	—	93.8	—
Westland Heliport London	369	58	212	212	—	—	—
Other UK aerodromes							
Aberdeen (Dyce)	1,247	381	10,188	9,033	1,155	57.6	10.9
†Belfast (Aldergrove)	3,847	3,203	112,011	110,100	1,911	6,749.5	907.7
Benbecula	310	102	3,138	1,517	1,621	17.9	3.1
†Birmingham	4,577	1,518	64,196	62,764	1,432	685.3	—
†Blackpool	4,723	1,392	35,814	35,627	187	799.2	—
†Coventry	2,096	146	2,483	2,052	431	298.5	—
†Bournemouth (Hurn)	2,962	148	5,402	5,133	269	1.2	—
†Bristol (Lulsgate)	2,802	1,228	25,936	18,856	7,080	808.7	—
†Cambridge	4,876	82	1,294	953	341	104.4	—
†East Midlands (Castle Donington)	2,099	714	18,467	18,467	—	549.8	—
†Edinburgh (Turnhouse)	3,891	915	49,893	48,951	942	207.5	107.0
†Glamorgan (Rhoose)	2,087	880	19,530	17,742	1,788	98.1	—
†Glasgow (Abbotsinch)	3,603	3,019	146,324	144,459	1,865	1,580.0	284.6
Hawarden	659	356	3,234	1,863	1,371	29.7	—
Inverness (Dalcross)	251	141	5,273	4,223	1,050	45.2	6.9
Islay (Port Ellen)	104	86	2,418	2,418	—	26.6	5.1
†Isle of Man (Ronaldsway) (3)	2,697	2,285	79,186	78,022	1,164	958.3	49.5
Kirkwall	272	219	4,935	4,670	265	55.3	18.4
†Leeds/Bradford	4,393	1,148	36,655	35,425	1,230	207.3	—
†Liverpool	4,097	2,579	62,777	59,747	3,030	3,409.1	344.7
†Luton	4,581	920	60,070	58,876	1,194	59.9	—
†Lydd	3,057	2,983	23,562	23,562	—	11,229.0	—
†Manchester	5,465	4,044	184,787	177,244	7,543	4,133.0	993.7
†Newcastle (Woolsington)	1,646	908	36,058	35,204	854	346.1	—
Penzance Heliport	484	448	8,570	8,570	—	6.3	—
†Portsmouth	1,229	458	11,732	11,732	—	10.6	—
†Prestwick	2,286	1,424	60,381	36,781	23,600	1,038.0	20.9
Scilly Isles (St. Mary's)	488	448	8,570	8,570	—	6.3	—
†Southampton	2,052	1,613	40,649	40,357	292	2,341.2	—
†Southend	4,857	3,988	90,502	90,502	—	9,415.0	—
Stornoway	193	106	4,585	4,241	344	52.5	15.0
Sumburgh	172	99	2,781	2,779	2	32.0	13.0
Tees-Side (Middleton)	2,131	247	9,243	7,998	1,245	127.6	—
Tiree	164	159	1,072	832	240	4.3	0.5
Wick	256	185	3,911	1,992	1,919	5.3	13.5
Channel Islands aerodromes (4)							
1966	..	6,527	237,533	226,510	11,023	2,968.8	..
1965	..	6,740	201,464	191,464	1,000	1,562.9	..
Alderney	..	412	4,029	4,029	—	9.1	..
Guernsey	..	1,836	65,312	61,902	3,410	1,031.2	..
Jersey	..	4,279	168,192	160,579	7,613	1,928.5	..

Notes: (1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
†=UK Customs Airports. ..=Not available. —=Nil or negligible.

Retail sales in September

IN THE THREE months ended September the volume of retail sales, after taking seasonal factors into account, was lower than in the first and second quarters of this year and about the same level as in the fourth quarter of last year. For some months the underlying trend in the volume of sales had been fairly level but the latest figures indicate that it has turned downwards. The seasonally adjusted index of the volume of sales in the third quarter (1961 = 100) was 109 as against an average of 110 during the first half of the year. The reduction in the third quarter owed itself to a fall, on a seasonally adjusted basis, in the volume of sales of non-food shops largely arising from decreases experienced by durable goods shops. Sales of food shops were maintained at about the same level as in the second quarter.

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 3rd quarter	121	119	123	118	121	126
1965 4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
1965 October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 3rd quarter	108	104	111
1965 4th quarter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	112
1965 October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	108	106	110

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

At 108 the seasonally adjusted index of the volume of sales for September itself was lower than for the quarter as a whole, being balanced by a figure for July two points higher, but in view of past irregularities in the monthly series too much weight should not be put on this figure by itself.

The seasonally adjusted index of the value of retail sales was 125 in the third quarter of the year as compared with 126 in the second quarter. The fall was, in unrounded terms, less than half a point, but it is unusual for any fall to be shown in the quarterly series for the value of retail sales. The seasonally adjusted index for September itself was two points lower than the indices for July and August but, as already noted, too much weight should not be put on a single month's figure.

Clothing and footwear shops

The seasonally adjusted index of the value of sales of clothing and footwear shops was much the same as in the first half of this year. The index for September showed a large fall on that for August, but this may have little significance for this series, as is seen from the chart in this article, is particularly volatile, perhaps because sales of clothing and footwear are influenced by the weather.

This dullness in September is also reflected in the comparison with September 1965 which shows a fall of 2 per cent compared with rises averaging about 3 per cent in recent months. All kinds of business in this group record more or less the same experience.

Prices of clothing and footwear in September were 3 per cent higher than in September 1965.

Durable goods shops

After allowing for seasonal factors, the value of sales by durable goods shops in the third quarter of the year was at a level about 2 per cent less than the level obtaining in the first half of the year.

The seasonally adjusted index for September was a little lower than that for August, but taking the two months together shows a level of business below the average level of earlier months, indicating the effect of the measures introduced at the end of July.

(*Continued on page* 1198)

Table 2. Analysis by form of organization

September – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	120 + 2	114 + 2	133 + 3	101 −2
FOOD SHOPS (h)	120 + 4	114 + 3	145 + 7	100 −1
Grocers	121 + 4 (f)	114 + 3	156 +10	98 −1 (f
Butchers	113 + 2	..	..	..
Greengrocers, fruiterers	101 + 5	103 + 5	97 + 5	76 +1
Fishmongers, poulterers	114 Nil	..	..	..
Bread and flour confectioners	130 + 3 (g)	126 + 5	136 — 1	..
Off-licences	126 + 8	118 + 9	133 + 8	..
Dairymen	130 + 1	..	..	118 −1
NON-FOOD SHOPS	120 Nil	..	..	..
Clothing and footwear shops	111 — 2	104 — 3	120 — 1	104 −4
Footwear shops	114 — 2	114 — 1	115 — 2	107 −5
Men's and boys' wear shops	106 — 1	107 — 2	108 Nil	90 −6
Women's, girls' and infants' wear, drapery and general clothing shops	112 — 2	102 — 4	127 — 1	107 −4
Large (c)	—	117 — 3	—	—
Medium (c)	—	108 — 3	—	—
Small (c)	—	96 — 4	—	—
Durable goods shops	114 — 4	103 — 2	135 — 5	111 −5
Furniture shops	108 — 4	106 — 3	113 — 8	—
Large (c)	—	103 — 3	—	—
Medium and small (c)	—	108 — 3	—	—
Other durable goods shops	120 — 3	100 Nil	143 — 4	—
Radio and electrical goods etc. shops (e)	111 + 1	100 Nil	136 + 2	—
of which				
Rental specialists	..	..	169 + 7	—
Electricity showrooms	116 — 5	—	116 — 5	—
Gas showrooms	192 —14	—	192 —14	—
Miscellaneous non-food shops (b)	123 + 4	..	..	..
Confectioners, tobacconists, newsagents	128 + 5	126 + 4	139 + 7	—
Booksellers, stationers	..	136 +10	..	—
Chemists, photographic goods dealers (d)	120 + 6	117 + 4	128 + 9	105 +1
Jewellers	122 + 3	123 + 2	120 + 5	—
Leather goods, sports goods, toys and fancy goods shops	134 + 9	..	..	—
Ironmongers and hardware shops	116 + 5	116 + 6	116 Nil	—
Other miscellaneous non-food shops	—	116 + 5	—	—
Department stores	111 — 2	—	—	—
Mail order businesses	179 + 6	—	—	—

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops													
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	107	+4	108	+5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year to date†	119	+5	105	+2	122	+5	104	+2	118	+4	105	+2	110	+3	116	+1	120	+6	110	+3	166	+13
1965 4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	108	Nil	114	+1	117	—1	126	+5	114	+1	160	+ 8
1966 July	125	+5	109	+2	123	+5	104	+2	127	+4	113	+2	121	+3	126	+4	128	+6	134	+2	148	+ 6
August	121	+4	104	+1	123	+5	105	+2	118	+4	104	+1	110	+3	112	—1	128	+5	99	+4	148	+14
September	120	+2	104	Nil	120	+4	102	+1	120	Nil	107	—1	111	—2	114	—4	123	+4	111	—2	179	+6

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners(*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1963 Year	107	+3	103	+2	100	—2	108	+5	113	+6	114	+ 6	110	+5	106	+4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year to date†	122	+6	114	+3	115	+6	119	+1	130	+4	123	+10	131	+5	109	+2	113	+4	110	+2
1965 4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
1966 July	122	+6	112	+3	125	+6	118	Nil	132	+3	133	+15	133	+6	117	+1	124	+3	120	+4
August	125	+5	111	+4	122	+5	120	+1	133	+4	122	+ 6	130	+3	106	+3	115	+4	109	+3
September	121	+4	113	+2	101	+5	114	Nil	130	+3	126	+ 8	130	+1	114	—2	106	—1	112	—2

(Sales in 1961 £ million)	Durable goods shops								Miscellaneous non-food shops											
	Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year to date†	112	+1	120	+1	113	+4	113	— 6	180	— 5	126	+7	129	+10	120	+6	112	+5	111	+ 7	115	+5	119	+3
1965 4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	115	+3	108	+4	113	— 4	173	— 1	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	121	Nil	112	+2	117	Nil	190	— 6	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
1966 July	127	+2	126	+5	117	+5	126	+ 9	190	+ 4	132	+7	127	+ 7	135	+8	128	+ 5	125	+ 5	117	+4	114	+3
August	108	—1	117	—1	109	Nil	108	— 3	187	— 4	132	+5	131	+11	134	+3	126	+ 4	140	+ 4	118	+5	109	+6
September	108	—4	120	—3	111	+1	116	— 5	192	—14	128	+5	136	+10	120	+6	122	+ 3	134	+ 9	116	+5	116	+5

‡Independent retailers only. *Average 1961 prices. †January-September.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1966 sales was the five weeks from August 28, 1966, to October 1, 1966, the corresponding period in 1965 was from August 29, 1965 to October 2, 1965. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

RETAIL SALES, *continued*

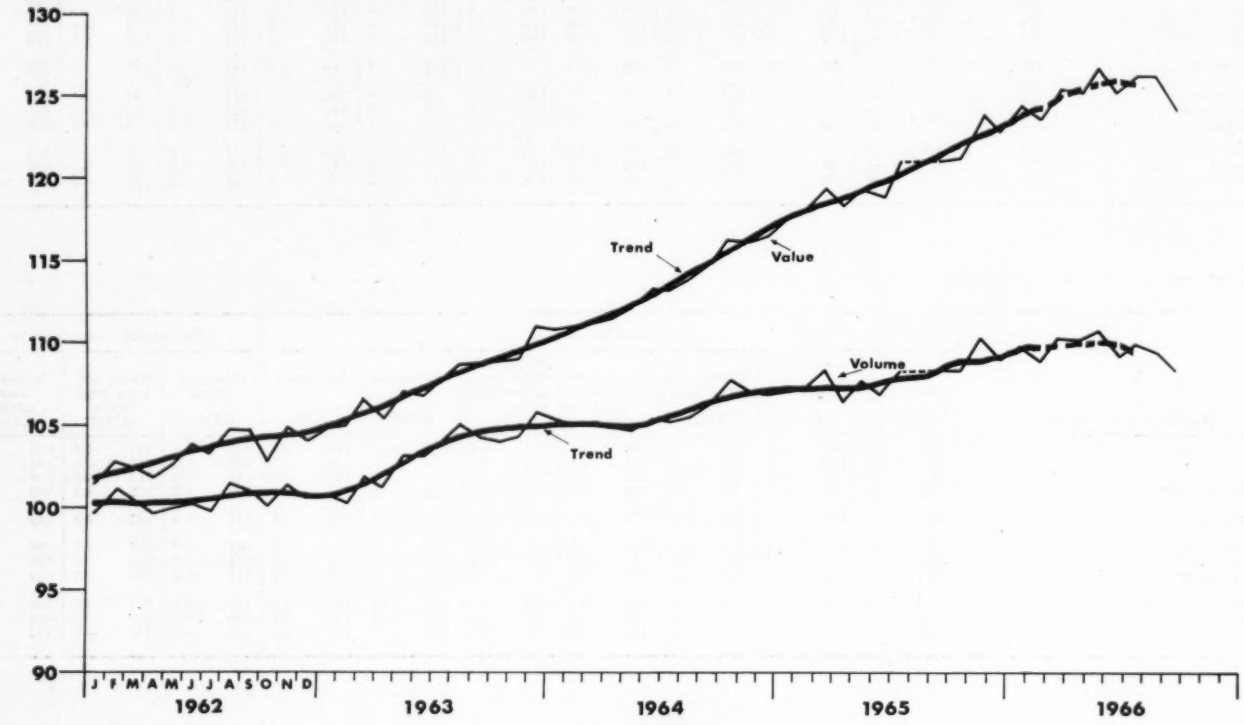
Sales of this group of shops showed a 4 per cent decrease on sales for September 1965. The decrease was spread fairly evenly over most categories of shops shown; the main exceptions were multiple furniture shops and gas showrooms which showed decreases of 8 and 14 per cent, respectively, and radio and electrical goods shops which showed a 1 per cent increase. This latter increase was due to rental specialists who continued their run of increases on a year earlier with a 7 per cent increase in September.

Prices of durable goods continued to be about 2 per cent higher than a year earlier.

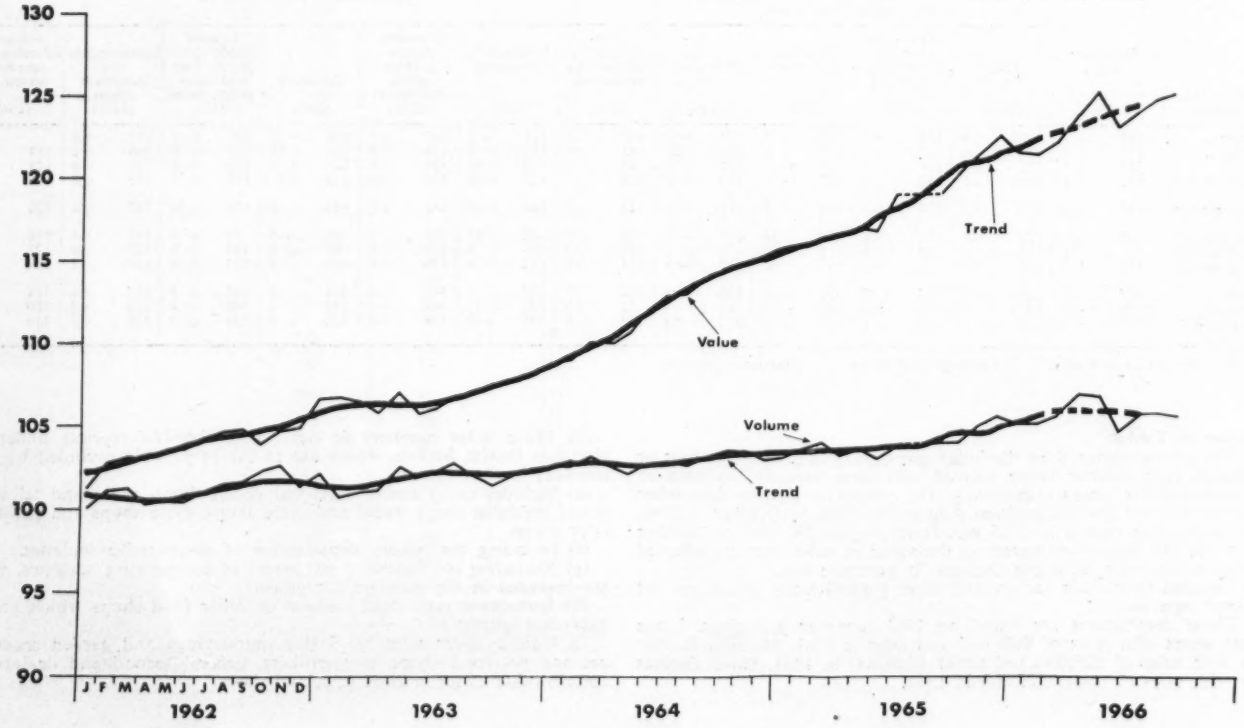
Other non-food shops

The seasonally adjusted index for September at 128 (1961=100)

All kinds of Business

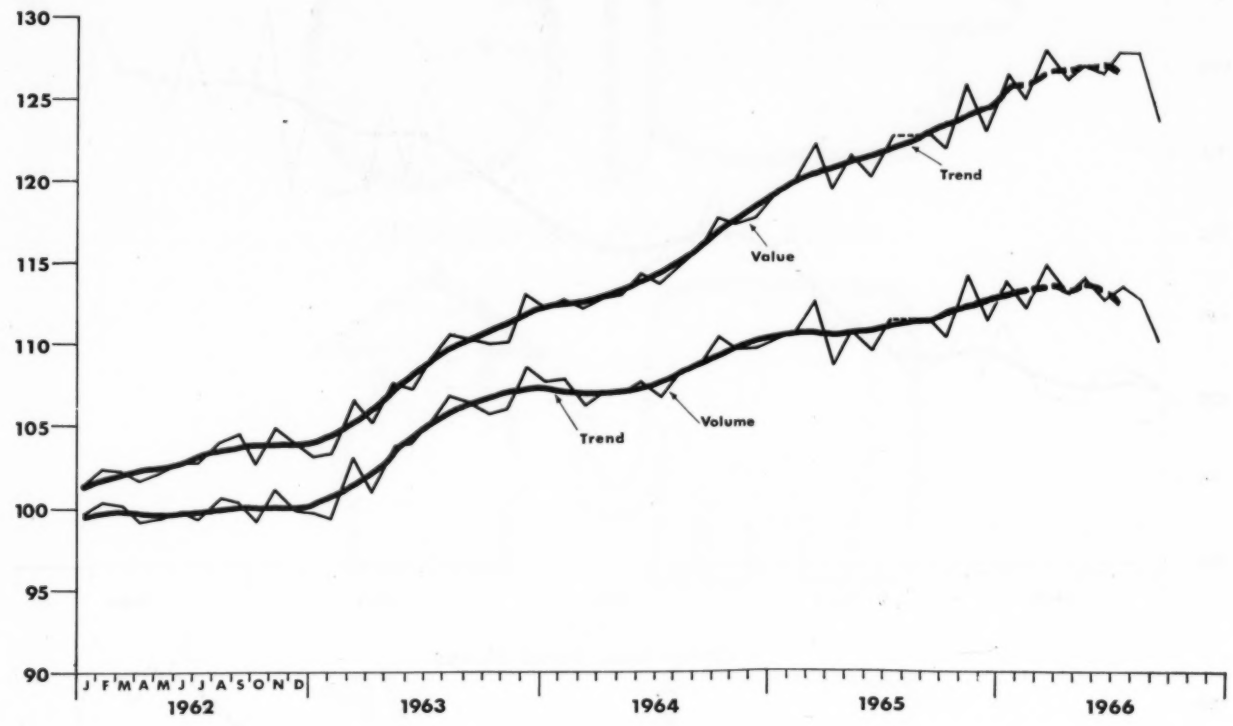


Food Shops

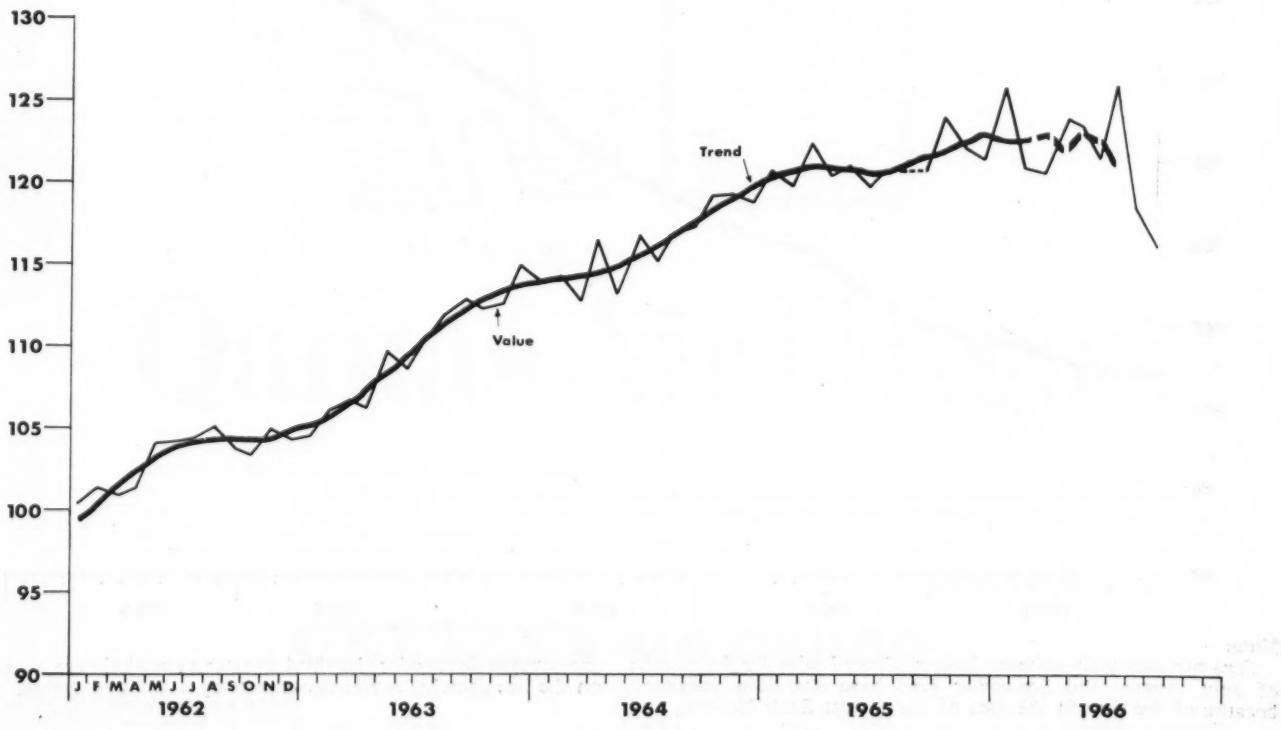


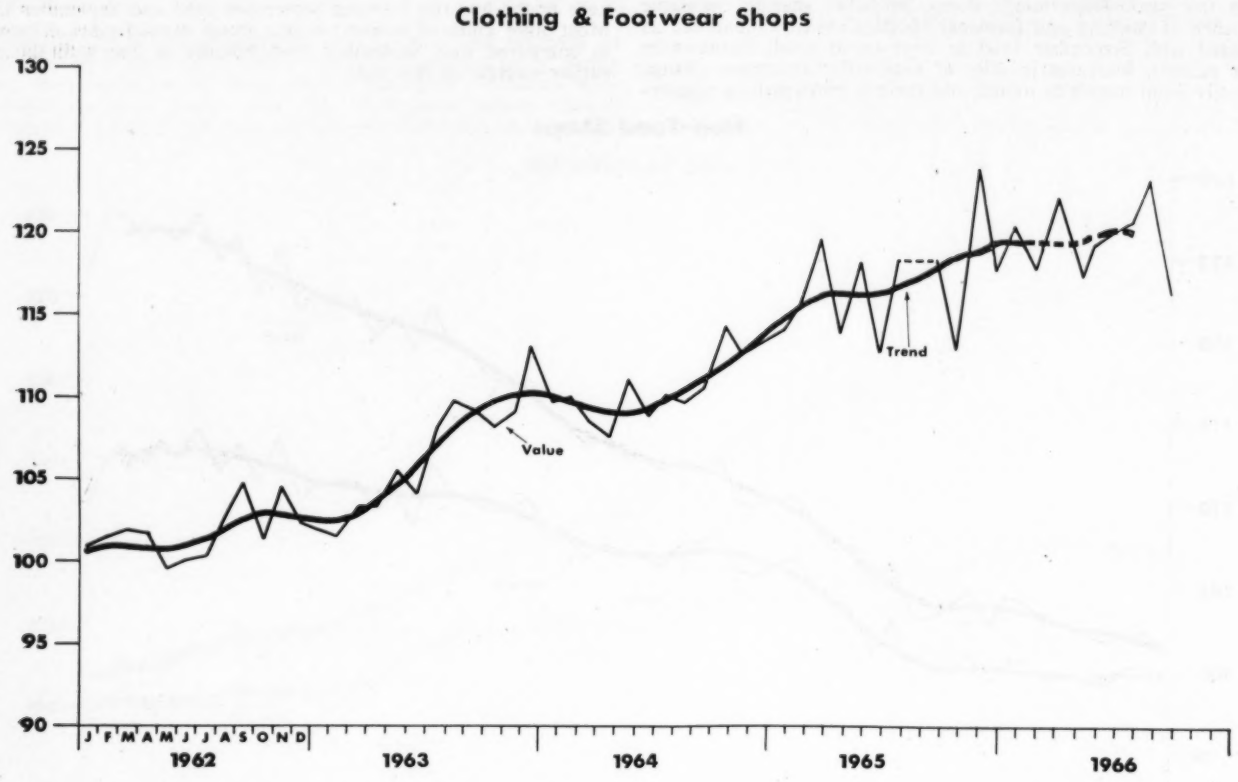
showed a sharp fall compared with that for August but the quarterly figures indicate no great change in the value of these sales during this year. Department stores, probably sharing the same experience as clothing and footwear shops, showed a small fall as compared with September 1965 in contrast to small increases in earlier months. Increases in sales of mail-order businesses change erratically from month to month and there is perhaps little significance in the low rise between September 1965 and September 1966. Most other kinds of business in this group showed rates of increase as compared with September 1965 broadly in line with those of earlier months of this year.

Non-Food Shops



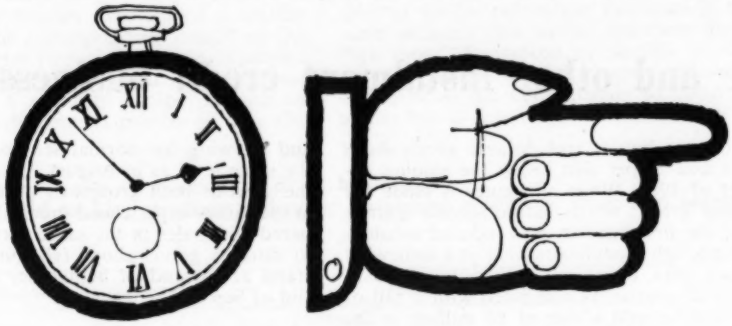
Durable Goods Shops



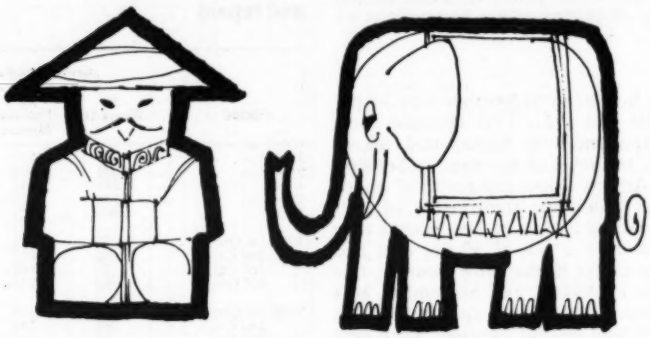


Note:

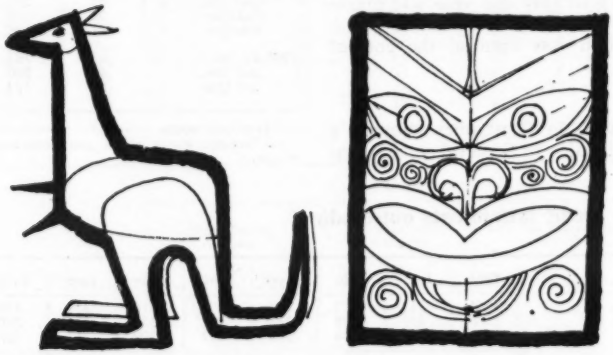
Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.



TIME SAVING DIRECT FLIGHTS



TO THE ORIENT AND ASIA,



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Hire purchase and other instalment credit business in September

NEW CREDIT extended by finance houses and durable goods shops in the third quarter of 1966 was 23 per cent below the amount advanced in the third quarter of 1965. When allowance is made for normal seasonal factors, new credit, which in the second quarter was well below the level of the first quarter, was reduced substantially in the third quarter. Although repayments were at a somewhat lower level, the hire-purchase debt, on a seasonally adjusted basis, fell by £51 million in the third quarter as compared with a fall of £17 million in the second quarter and a rise of £8 million in the first quarter. This fall in debt in the third quarter reflected the sharp decline in the credit sales of durable goods shops and new credit advanced by finance houses which took place in August and September following the tightening of hire-purchase restrictions on July 20.

Finance houses

New credit advanced by finance houses in September was 34 per cent lower than in the same month last year. This decrease on a year earlier was similar to that experienced in August and, allowing for normal seasonal variations, the level of business in September remained much the same as in August. Most categories of goods continued in September to register much the same order of percentage decreases over the corresponding month of last year as they had shown in August. New cars showed a fall of 50 per cent and used cars one of 39 per cent. New credit in the third quarter, due mainly to the low level of business in August and September, was 21 per cent below the amount extended in the same quarter of 1965 and contrasted sharply with the first and second quarters when new credit was running at 1 per cent and 9 per cent, respectively, below the level of the corresponding periods of last year. As a result the debt owed to finance houses, which up to July this year was above its year earlier level, fell during the quarter by £34 million and at the end of September was £26 million less than at the end of September 1965.

Durable goods shops

Credit sales by durable goods shops in September showed a decrease of 25 per cent compared with sales in September last year and allowing for normal seasonal factors they continued at about the same level as in August. In contrast to the first half of the year, the sales of both groups of durable goods shops shown separately in the tables experienced much the same percentage decreases compared with sales in the same period last year. The debt outstanding to durable goods shops fell during the quarter by £15 million to stand at the end of September £33 million below the level at the end of September last year.

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	608	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	71	220	291	237	+54	+30
3rd Qtr.	73	176	249	239	+10	+ 8
4th Qtr.	91	146	237	244	— 7	— 1
1966 1st Qtr.	63	182	245	257	—12	+ 8
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—51

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286			
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27			
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829			
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142			

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	...	...	...	...	...	...	...	...	...	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142			
Other instalment credit retailers*	1964	...	...	...	...	...	...	...	...	...	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165			
Grand Total	1964	...	...	...	...	...	...	...	...	...	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307			

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Other instalment credit retailers

In September general mail-order houses experienced a smaller increase in sales compared with the corresponding month of last year than has generally been the case over the past year. Coupled with a similar experience in July this has resulted in an increase over the year earlier position of 8 per cent compared with an average increase of 15 per cent for the first six months of the year.

The credit sales of other shops in the group in the third quarter showed similar percentage decreases in trading compared with the same period a year earlier but these decreases were much smaller than those experienced by durable goods shops. The debt of this group of shops, which is largely influenced by mail-order houses, continued in the third quarter to stand above the level of a year earlier but to a lesser extent than in the first six months.

Table 3. Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops				Other Durable Goods Shops							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c)			
																	Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	117	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1965 1st quarter	106	Nil	98	+ 5	110	— 4	113	+ 4	97	+ 5	92	— 3	102	+14	113	— 5	93	—21	93	—33	93	— 7
2nd quarter	104	— 2	90	+ 1	112	— 5	111	+ 2	101	+ 4	105	— 1	96	+11	106	— 8	89	—15	97	—18	82	—13
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+ 3	108	— 1	105	+ 7	106	—11	86	—12	91	—14	81	—11
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	— 1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6	110	— 6
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	—14	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
1965 January	107	— 2	108	+ 7	104	— 8	113	+ 2	103	+ 8	90	— 8	115	+24	109	— 9	95	—25	90	—37	98	—13
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+ 4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37	90	— 8
March (a)	108	+ 4	95	+ 7	115	+ 1	119	+10	93	+ 4	88	— 3	98	+12	119	+ 2	94	—14	98	—25	91	Nil
April	105	Nil	94	+ 4	112	— 2	106	— 4	100	+ 4	102	— 4	98	+13	109	— 3	93	—15	99	—20	88	— 9
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+ 6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+ 3	106	— 4	96	+11	100	—17	81	—19	90	—22	75	—16
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+ 4	111	— 2	110	+10	102	—11	83	—17	91	—19	77	—15
August	101	— 6	87	— 4	109	— 7	105	— 8	101	+ 4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19	74	—17
September (a)	111	— 5	100	+ 3	118	— 8	112	— 8	108	+ 2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5	91	— 2
October	126	— 3	116	+ 8	133	— 7	128	— 8	123	— 2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3	106	+ 1
November	135	— 1	124	+ 5	142	— 5	143	— 5	134	+ 4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5	113	+ 1
December (a)	131	—10	125	+ 9	135	—11	131	— 4	139	— 4	146	— 4	134	— 5	123	—15	119	—14	128	—12	112	—16
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	— 11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	— 10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other selected kinds of business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104		133		165		95		128	
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189		219		132		164	
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September(a)	89	—11	114	—11	179	+ 6	83	—6	116	—9

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	—12
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+21
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+ 3
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+18
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+ 1
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

The chemical industry in the first half of 1966

THE FOLLOWING INFORMATION brings up to date an article entitled 'The Chemical Industry in 1965', which appeared in the *Board of Trade Journal* of May 20, 1966, page 1132.

The seasonally adjusted index of production in the chemical industry, comprising the sectors listed in Table 1, averaged 164 points in the first half of 1966, an increase of little more than 1 per cent over the second half of 1965 and 3 per cent over the first half of that year. This indicates a further decline in the growth rate of the industry, which rose by 9 per cent between 1963 and 1964, but only by 4½ per cent between 1964 and 1965.

Production in sectors of the industry

Comparing output in the first six months of 1966 with that in the corresponding period of 1965, the sectors relating to plastics materials, pharmaceutical and toilet preparations, organic chemicals and paint and varnish showed increases above the average for the industry as a whole. In these periods, output of plastics materials rose by 7½ per cent, but was slightly below the increase achieved in 1965 over 1964. Similarly, output of pharmaceutical preparations, the index for which is at present based on National Health Service prescriptions, rose by 9½ per cent against a rise of 13 per cent between 1964 and 1965. The index of production for toilet preparations which has been revised on account of improved coverage of firms in this sector of the industry showed a rise of 4 per cent between the first half of 1965 and the first half of 1966 and production of organic chemicals and paint and varnish both increased by 3 per cent. Production of inorganic chemicals and other basic chemicals rose by only 1 per cent. In the latter sector production of compressed gases, which had been running at a high level for some time, showed a slight fall. Still comparing the first six months of 1965 and 1966, output of soap and detergents was unchanged, and vegetable and animal oils and fats and fertilizers fell by 2 and 4 per cent respectively. Production of dyestuffs had reached a high level in 1964 and although this level was exceeded in the first half of 1965, the sharp decline in the second half of that year caused a drop in production of 4½ per cent between 1964 and 1965. Between the second half of 1965 and the first half of 1966 there was a further fall of 2½ per cent, so that, comparing this latter period with the first half of 1965, production fell by 13 per cent.

Imports and exports

The value of imports in the first half of 1966, at current prices, showed an increase of 15 per cent (or £20.2 million) over those in the same period a year earlier. Imports of chemical elements and compounds which, in both periods accounted for 40 per cent of the total, were higher by 16 per cent and plastics materials, which accounted for 22 per cent of the total in the first half of 1966, rose by 28 per cent. With the exception of fertilizer imports, which decreased by 1 per cent, the value of imports in all other specified groups increased.

Exports in the same periods, at current prices, increased by only 3 per cent (or £6.2 million). In the larger valued groups, there was a decrease of 3 per cent in exports of chemicals and compounds, but exports of plastics materials showed an increase of 11 per cent. Essential oils, medicinal and pharmaceutical products and dyeing, tanning and colouring materials showed gains of 8, 7 and 1½ per cent respectively in value of exports, but in the smaller group of fertilizers there was a decrease of 21 per cent.

An examination of the figures for the month of June in both 1965 and 1966 indicates that both imports and exports suffered as a result of the seamen's strike which extended from May into

July 1966, but exports were hit to a greater extent than imports.

Manpower and investment

The overall level of employment in the chemical industry is provisionally shown as having risen by 1 per cent in the first six months of 1966 compared with the same period of 1965.

A sector analysis of the industry showed that the more substantial increases in numbers employed occurred in pharmaceutical and toilet preparations (up 5 per cent) and in plastics materials (up 6 per cent). Employment in the manufacture of polishes and adhesives increased only slightly, and there was no change in numbers employed in the paint and printing ink and explosives sectors. There was a very small decrease in the number of persons employed in the main sector of chemicals and dyes and also in vegetable and animal oils and fats, soap, etc.

New fixed investment is provisionally reckoned to have been some 15 per cent higher than in the first half of 1965.

Prices

The price index of total sales in the chemical industry, which rose by 3 per cent between 1964 and 1965, showed a further rise of 1 per cent in the first six months of 1966. Home market sales followed a similar pattern, but the price of plastics materials, which in previous periods had fallen, showed no change from the 1965 level. The price index of inputs also remained steady at the 1965 level. (Table 2 refers).

Table 2. Movement in prices in the chemical industry, 1961-1966
(1954 = 100)

	1961	1962	1963	1964	1965	1966 Jan.-June
Materials and fuel used (a)	108	105	107	111	117	117
Total sales (a)	103	103	103	105	108	109
Home market sales (a)	105	105	105	107	109	110
Of which:						
General chemicals	104	102	100	100	101	103
Pharmaceutical preparations	98	99	98	100	101	103
Plastics materials	81	78	77	76	75	75

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

Table 1. Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100								
		1960	1961	1962	1963	1964	1965	1965		1966
								Jan.-June	July-Dec.	Jan.-June
Dyestuffs	3·9	141	138	135	149	179	171	182	162	158
Fertilizers	4·2	117	118	119	128	131	133	140	127	134
Other chemicals:										
Organic chemicals (a)	11·0	147	147	165	191	220	232	234	231	242
Inorganic chemicals	10·6	122	121	124	130	142	150	150	151	152
Other chemicals, gases, etc.	19·1									
Explosives	5·1	116	116	121	129	137	141	146	136	147
Miscellaneous chemical industries (b)	5·2									
Plastics materials	7·8	147	150	169	192	222	241	241	240	259
Paint and varnish	9·3	113	112	110	115	123	124	128	119	132
Pharmaceutical preparations	10·8	125	138	142	152	165	187	189	186	207
Toilet preparations	3·4	125	128	129	141	152	154	142	166	148
Soap, detergents, etc.	6·4	106	106	108	105	110	106	108	103	108
Vegetable and animal oils and fats	3·2	106	106	110	110	106	106	108	103	106
Total chemical industry	100·0	124	125	131	141	154	161	164	158	168
Total chemical industry seasonally adjusted		124	125	131	141	154	161	159	162	164
Total all UK productive industry seasonally adjusted		113	114	115	119	128	132	132	133	133

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Retailers' stocks in September

STOCKS HELD BY retailers at the end of September were 7 per cent higher than the corresponding period last year, the same increase as the average over the last 12 months.

In volume terms, retailers' stocks were 4 per cent higher at the end of September than a year earlier, the same increase as at the end of July and August, and a little lower than the increases recorded for earlier in the year.

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

New factories for Alfred Herbert

ALFRED HERBERT LTD. intend to establish a factory at Falmouth for the manufacture of tools and fixtures for sale throughout their Equipment and Spares Division. This factory will be started in 1967 and will, in the first stages, employ about 100 people.

Further plans of Alfred Herbert Ltd. include a factory in Scotland which, at the first stage, is expected to employ between 500 and 1,000. This project, to follow as soon as market conditions permit, will provide for expanded capacity in the manufacture of machine tools in the Herbert and BSA range. This expansion, too, will contribute to exports and the replacement of imported machine tools. The firm will also establish a new factory at Daventry.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	107
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	129	133	134	142	152	134
1966	130	132	143	142	146	145	137	143	143			
1961	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966	+7	+7	+7	+5	+7	+9	+7	+7	+7			
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	123	120	116	120	120	128	137	120
1966	116	118	127	126	129	129	121	125	125			
1961	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962	+1	Nil	+2	+2	+2	−2	−2	−1	−1	+1	+2	+1
1963	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966	+6	+5	+5	+4	+5	+7	+4	+4	+4			

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Exhibitions and Fairs

Importance of tourism to balance of payments—Mr. Roy Mason at Camping Fair

'THE REVENUE EARNED by tourism from overseas visitors makes a vital contribution to our balance of payments; between 1958 and 1965 our credits (our receipts from overseas residents) on what we call the Travel Account rose from £134 million to £193 million'. Mr. Roy Mason, Minister of State, Board of Trade, said when opening the Camping and Sports Equipment Trade Fair in London on November 7. 'Unfortunately, however, the debit side of this Account has grown at a much higher rate, and whereas in 1958 our travel debits (those are the sums paid out overseas by British residents) were £152 million, by 1965 they had risen to £290 million. Our task therefore is two-fold; to attract more overseas visitors to this country; and at the same time to encourage more of our own people to take their holidays within our own shores. In all this, camping has already played a large part, and in my view has an even larger part to play in the future.

Mr. Mason went on to say that mobile and recreational camping as it was now practised all over the world was, of course, a British invention, and he paid tribute to the invaluable work done over the years by the Camping Club of Great Britain. It was no accident that the word 'camping' had been adopted by the nations of the world, and had long since passed into international usage. In recent years there had been a tremendous increase in the popularity of camping throughout Europe, and the British Travel Association estimated that there were now 20 million campers in Western Europe alone. But whereas over one million foreign campers went to France each year, the number coming to Britain was only a small fraction of this figure, and this was something which should give us all concern.

'Within Britain itself, of course, the growth of camping has been phenomenal, and we estimate that in 1965 our fellow countrymen took almost one and a quarter million camping holidays within Britain,' Mr. Mason said. 'However, I am convinced that we are still only at the beginning of the development of camping as a major form of recreation and holidays in this country, and as our people acquire more leisure and more prosperity there will be a large increase in the numbers taking camping holidays.'

Looking to the future, Mr. Mason said that largely due to the efforts of the British Travel Association the number of overseas visitors coming to Britain increased year by year. The British Travel Association had reported that more than 2¾ million came here last year, an increase of 13 per cent over 1964, and if the upward trend continued at the same rate as in recent years the Association estimated that we should be receiving no less than 4 million by 1970. This should mean that hundreds of thousands of campers from Europe and elsewhere would be arriving here for camping holidays. But the job of the British Travel Association was not only to attract the overseas visitor to Britain: it was also to encourage more of our own people to take their holidays within our shores. From now on the British Travel Association would be devoting more of its money and energies towards this end, and on October 17 the Association launched its £75,000 'Holiday in Britain' campaign. All of this should result in a very large increase in camping in Britain in the next few years.

Speaking of the need for more camping and caravan sites, to be used primarily as staging points for holidaymakers in transit, Mr. Mason said that where demand was heavy and extended to a long season, the recent White Paper recognised that it was reasonable to assume that clubs or private persons would meet this need, since revenue would be expected to match expenditure. But where this was not the case and holidaymakers in transit were forced for lack of adequate sites to stay over-night in lay-bys or on the roadside or other unsuitable places, it was the Government's intention to empower and encourage local planning authorities to provide well-designed and well-planned sites with the aid of grants.

MR. GEORGE DARLING AT IGEDO

Mr. George Darling, Minister of State, Board of Trade, visited the 71st International Sales and Fashion Week (IGEDO) held in Düsseldorf from October 23-27. During his three-hour tour, the minister visited the 26 Board of Trade sponsored stands, the largest-ever contingent from this country at this fair. Mr. Darling is seen here (centre) with (left) Herr G. A. Haum, managing director of the International Sales and Fashion Week (IGEDO) and (right) Mr. A. H. Green, Leicester Chamber of Commerce. Seen on top of the stairs (centre) is Mr. J. Fisher, Consul-General, Düsseldorf, with Mr. A. T. Elvy, secretary of the British Fashion Export Group. Second row, left to right: Mr. W. M. Wilson, commercial officer, Consulate-General, the Minister's private secretary and Mr. H. G. Leers, managing director of Maxton of London.

600 British firms to participate in overseas fairs

BETWEEN NOW and the end of next February, the Board of Trade will assist over 600 British firms participating in some 30 fairs and exhibitions in many parts of the world. The products to be displayed will cover a wide range of consumer and capital goods including textiles, toys, carpets, furniture, household goods, office equipment, boats and engineering equipment.

The 30 trade promotions during this period are being staged in the Common Market (eight in West Germany), and EFTA countries, North America, Hungary, Greece, Africa, Thailand, and Australia. At many of them British firms will be making their initial appearance. Representation ranges from a trade information stand to some 90 companies whose products are on display at the Asian Fair in Bangkok.

Every sector of British industry is increasing its participation in overseas fairs and exhibitions under the programme of assistance offered by the Board of Trade. The larger part of this assistance is given under the Joint Venture Scheme to groups of firms sponsored by trade associations. The scheme is designed to help any size firm explore and establish themselves in export markets.

With Board of Trade assistance British exporters took part in 62 overseas fairs in 1964. In 1965 and 1966 the figures increased to 85 and 159 respectively.

Note:

A detailed programme of overseas trade promotions was published in the *Board of Trade Journal* of November 4.

Franco-British enterprise

THE Second Sussex/Normandy Fair held at Brighton (September 17-24) was a considerable success, say the organizers, the Federation of Sussex Industries. Although entitled the 'Second' fair, this was the first to be held on our side of the Channel: the first fair, held last year, was staged in Dieppe and the next will again be there next year.

The show which was opened by the Duke of Norfolk, was mounted in the Metropole exhibition halls in Brighton, and 136 British and 62 French exhibitors took part. A daily average of between eight and nine thousand visitors brought the total attendance to a little over 70,000.

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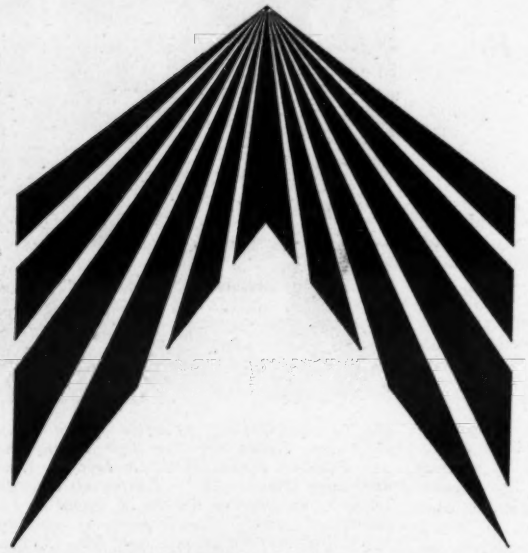

With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

Germany's International Trade Fairs:

- Display a full range of the products of the capital and consumer goods industries.
- Spotlight the latest developments in the various fields of technology.
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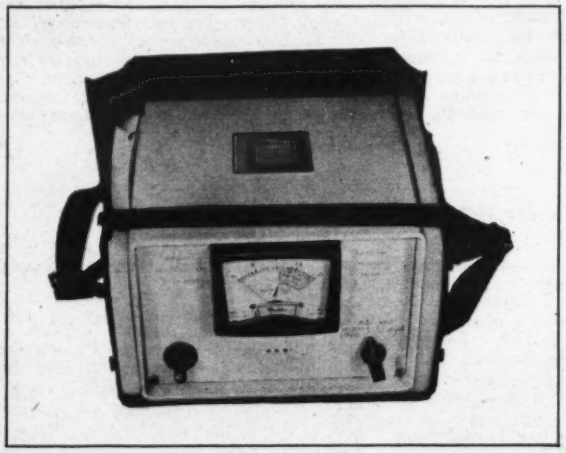

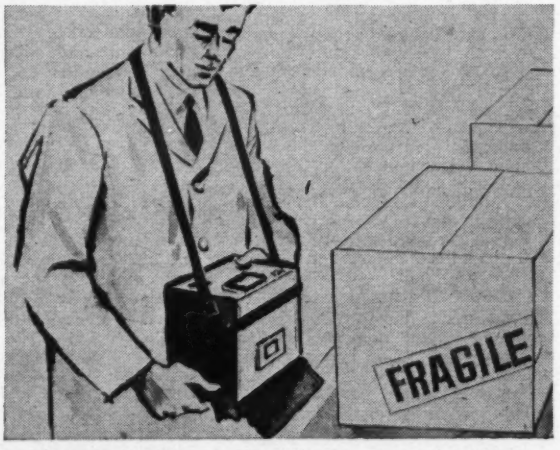

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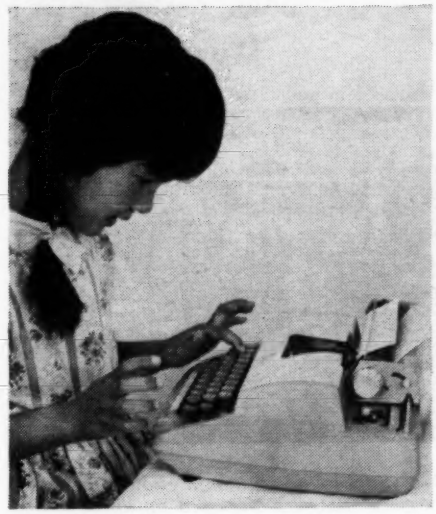


Seen at the British Toy Manufacturers' Association's recent pre-Christmas display, Mettoy Ltd.'s 'petite typewriter de luxe' duplicates all the full-size controls and could easily be mistaken for a real typewriter. Mettoy export 50 per cent of their production to 200 overseas markets and were one of the winners of the Queen's Award to Industry, 1966.

British toys for Christmas

BRITISH TOYS and games which will be available for Christmas in shops and stores throughout the country were shown in London on November 2, by the British Toy Manufacturers' Association. All the toys and games on display were made in Britain by the Association's 340 members.

The toys comply with safety standards, non-lead paints are used, the soft toy fillings are hygienic and the utmost care has been taken to ensure that metal toys have no sharp edges to injure a child.

Everything of interest for all age groups was represented in the display – teddy bears, dolls, wheeled and mechanical toys, indoor and outdoor games, playsuits and novelties. For the constructionally-minded there were bridges, cranes, and tanks to build and for the older child radios and record players to make from electronic construction kits.

The annual output of British toys in 1965 exceeded £60.5 million, of which around £15.23 million were exported to 159 countries.

British promotion at leading Texas store

THE BOARD OF TRADE will be assisting a major promotion of British goods at the Neiman Marcus store in Dallas, Texas, in October, next year, in co-operation with the British National Export Council's United States Committee and British industry.

The Board will co-ordinate arrangements for the event from the London end. Mr. Stanley Marcus, President of the store, is at present in the United Kingdom, where arrangements have been made for him to meet leaders of industry.

The Neiman Marcus department store, situated in the heart of the important Texan market, has made a feature of 'country' Fortnights, and was one of the first to hold a British Fortnight in the United States 10 years ago.

The Board of Trade is currently supporting an increasing number of promotions of this kind which are doing much to increase existing sales and to introduce new lines of high quality consumer goods to the United States market.

SPOGA ends series of Cologne fairs

THERE HAVE been 10 trade fairs of international status at Cologne this year at which the Board of Trade has sponsored no less than 18 joint ventures.

The last of the series, SPOGA (International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture) took place from October 23-25 and the table below gives the main statistics. Compared with 1965, foreign attendance increased by 8 per cent and the total attendance also showed a slight increase over that of 1965.

	Home	Abroad	Total
Attendance figures			
Number of buyers' cards sold to trade visitors from 39 countries	8,670	4,080	12,750
Numbers of exhibitors			
Exhibitors from 27 countries	360	220	580
Other represented firms	9	117	126
Display areas in sq. ft.			
Net rented stand area	204,825	117,535	322,360
Gross display area occupied			574,080

Business in general was good and for the British exhibitors in particular it was excellent as will be seen later.

In 1965 the Federal Republic of Germany imported something like £6 million of sports goods and ancillary equipment of which our share was approximately £250,000. Attendance at SPOGA is an ideal method of increasing this share while doing substantial business with third countries.

This year's event produced a comprehensive display which to list would require almost every letter of the alphabet. Angling, air mattresses, beach ware, balls, car-toppers, darts – and on through to skis, tents, tennis rackets and, far from least, zeal in selling on the part of British and foreign exhibitors.

The Board of Trade staged joint ventures in collaboration with 25 members of the Federation of British Manufacturers of Sports and Games, with nine members of the Camping Trades Association of Great Britain and with the Rural Industries Bureau. In addition there were 23 other British firms exhibiting directly or on their agents' stands. The grand total of 57 placed us second to France among the foreign contingent.

This fair proved once again, by the tangible commercial results of the British exhibitors' appearance, that participation in German trade fairs can be a very paying proposition.

To take the newcomers first. The Camping Trades Association availed themselves of the joint venture scheme for the first time and returned home with a wealth of vital information. As most of them were unknown in this market the definite interest aroused in their products expressed itself more in terms of genuine inquiries and small sample orders than in firm bulk orders. Nonetheless, one firm which had prepared the ground very thoroughly by stationing a salesman in Germany for some months beforehand took firm orders for 15,000 articles to the value of £20,000. It pays to do your homework! Another firm reported orders worth £1,000. As for the rest, they were more than satisfied with the inquiries they are now processing and the sample orders they are despatching to various parts of the continent and further afield.

The 25 members of the Federation of British Manufacturers of Sports and Games and those firms represented on the Rural Industries Bureau stand netted to a total of £114,000 in firm orders not including unspecified figures for 28,000 sets of tennis strings, 1,000 pairs of roller skates or the value of countless small sample orders. Newcomers like Barratts, the shoe people, were delighted with the response – inquiries from 20 countries and orders for £3,500. Old timers like Sams Bros., J. B. Halley, Accles and Pollock, Haffenden and K. P. Morritt continued their relentless advance into Europe and accounted for a very fruity slice of the communal cake. That is as it should be after six years' gnawing away at the tough icing that surrounds it.

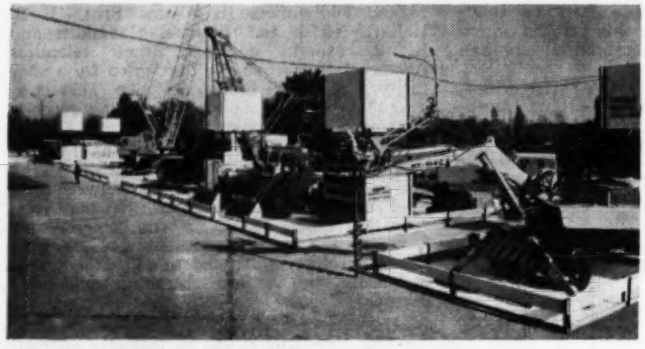
And so the trade fair year ended as it began, in a shower of orders: £155,000 at the Furniture Fair, £135,000 at SPOGA. In between there were eight other fairs at which our joint ventures took orders worth a reported £585,000. The known figures for Cologne fairs alone therefore, amounted to £875,000, which makes the joint venture scheme an unqualified success.

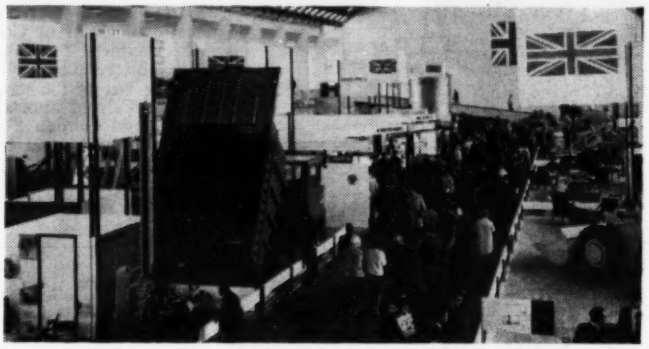
Ministers of State have many calls on their valuable time and it was particularly appreciated that Mr. George Darling, Minister of State, Board of Trade, was able to give the Federation of British Manufacturers of Sports and Games a well-deserved 'accolade' for their efforts during the past six years at SPOGA. His visit gave pleasure to all and was particularly encouraging to the newcomers, the Camping Trade Association of Great Britain.

The hospitality of the joint managing directors of the fair, Dr. R. Krugmann and Herr Von Heyde, on this occasion added the final touch to a year of splendid collaboration with the Board of Trade, the Central Office of Information and the British Embassy to the untold benefit of Anglo-German relations and trade.

The clothes were sometimes delightfully frivolous – but the inquiries were just as often serious at the Cologne Children's and Babies' Fair (October 14-16). Two British groups exhibited on separate joint venture stands sponsored by the Board of Trade, the Junior Fashion Group of London and the Fashions for Children Export Group. Both reported good business.

Agricultural plant show in Bucharest





The 45 exhibitors at the British Agricultural and Construction Machinery Exhibition held in Bucharest last month showed a wide range of plant carefully chosen to be of particular appeal to the Rumanian market. The larger items were displayed on an outdoor site (left) beside the Kisselef Hall, wherein the major part of the show was mounted (right). The show was open to the public and attracted quite a number of sightseers: they did not, however, become so numerous as to interfere with the many serious visitors who came along and whose searching inquiries were gladly met and are expected to lead to considerable business over the next few years.

FORTY-FIVE British manufacturers of agricultural and construction machinery were represented at the exhibition sponsored by the Board of Trade in a joint venture with the Agricultural Engineers' Association and the Federation of Manufacturers of Construction Equipment, which took place in Bucharest from October 14-21. The two categories of exhibits were approximately equally represented. Because the Rumanians themselves produce some agricultural and construction machinery, the exhibits consisted of those more specialized items of equipment for which a market is believed to exist in Rumania. The current Rumanian Five-Year Plan for the period 1966-1970 emphasizes the need for modernization and mechanization of Rumanian agriculture, and proposes very substantial investments in power stations and industrial plant in the construction of which sophisticated machinery will undoubtedly be required. The purpose of the exhibition was therefore to make Rumanian officials, scientists and engineers concerned with agriculture and construction work fully aware of the range of British equipment so that their future purchasing plans might take into account the possibility of buying this machinery from the United Kingdom.

The exhibition was mounted in the Kisselef Hall, an attractive exhibition pavilion of about 4,000 square metres in a beautiful setting beside a lake. In addition, the exhibitors occupied 1,400 square metres of outside space for the display of very large equipment which could not be accommodated within the hall. The exhibition concentrated entirely on machinery, and it presented a colourful and attractive spectacle, with massive yellow earth moving machines contrasting with bright red agricultural machinery; a first class catalogue included detailed descriptions in Rumanian of the exhibits, together with photographs.

The exhibition was opened by Mr. V. Steriopol, Deputy Minister of Foreign Trade, in the presence of Lord Brown, Minister of State, Board of Trade, HM Ambassador, Mr. L. C. Glass, and Mr. Titus Cristureanu, vice-president of the Rumanian Chamber of Commerce. The exhibition was also visited by other Rumanian ministers and senior officials, all of whom paid long visits and showed a lively interest in the exhibits. The Rumanian authorities provided excellent co-operation and, in particular, the Higher Council of Agriculture and the Directorates of Construction of the principal industrial ministries ensured that each day there was a steady flow of technicians from their organizations. The exhibition was also visited by the Directors General of Masinimport and Auto-Tractor, the two State foreign trade enterprises principally concerned with the purchase of agricultural and construction machinery, together with members of their staffs. At the Rumanian authorities' request entry to the exhibition was free to the general public, but, while many came, this never created difficulties for those who wanted to do business.

During the period of the exhibition, the exhibitors, the Chamber of Commerce and HM Ambassador all held receptions at which the exhibitors were given the opportunity of meeting on a social footing many of the officials whom they had met during business hours at the exhibition.

The Rumanian authorities were clearly very pleased with the exhibition. During their visits to the pavilion, Mr. Gheorghe Radulescu, First Vice-President of the Council of Ministers, and the Minister of Foreign Trade, remarked on the suitability of the exhibits. It was evident also that the Rumanians preferred specialized exhibitions of this type, directly related to their requirements, rather than general exhibitions. It can be said, therefore, that the exhibition achieved its purpose of exposing the equipment which Rumania requires to those officials, scientists and engineers who can influence purchasing decisions.

Now the impact of the exhibition needs to be followed up. Purchasing in Rumania is usually the culmination of a long process of planning and an exhibition of this type does not necessarily have immediate results. Some exhibitors succeeded in making direct sales of equipment from the exhibition, but those firms which did not may well find that their equipment is specified in future annual purchasing plans, even though the Rumanian organizations concerned may not have funds available for immediate purchases. To ensure that the exhibition bears fruit, a continuing sales effort, including visits from time to time to the market, will be necessary: it can take two or three years hard work to secure orders but, when they come, they are usually substantial and often adequate compensation for the sales effort required. The Agricultural and Construction Machinery Exhibition has given the exhibitors a good foundation on which to build their follow-up efforts in the Rumanian market.

'Mini' British Week in Monte Carlo

AS PART of its centenary celebrations this year Monte Carlo (above) is organizing a mini British Week, which will be held from December 8 to 15. Extensive display material has been supplied by the Board of Trade to decorate the shops. Although this week will be primarily of a cultural nature, some 60 shops will be selling additional quantities of British goods. A local committee is arranging a programme of supporting events which includes the European premiere of 'Othello'; two concerts given by Manfred Mann and Julie Felix; a 'swinging London' discotheque; a photographic competition and a display of British paintings. It is also hoped to arrange for a display of British cars, and for a visit by a British frigate and a London double decker bus.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

'Electronica' show proves its worth

THE 2nd International Exhibition of Electronic Components and Related Measuring and Production Equipment, held in Munich from October 20-26, 1966, and subject to much criticism regarding its usefulness, established, beyond all question, that it is here to stay and that there is a definite requirement for an event of this type in Europe.

The scope of 'Electronica' is deliberately restricted to manufacturers of electronic components and assemblies as well as the equipment for producing and testing these, and potential exhibitors must submit their products to a special vetting committee before receiving permission to show. That this is a wise policy and particularly attractive to the specialist component manufacturer, was shown by the fact that this year some 800 firms exhibited as against 400 in 1964 when the 'Electronica' was first held.

Of these 800 exhibitors, 82 were British, an encouraging sign that this British industry knows about, and is determined to have its fair share of, a market which shows an annual growth rate of between 20 and 30 per cent. To assist and promote this determination, the London Chamber of Commerce, in conjunction with the Board of Trade, sponsored a large combined stand, on which 30 firms showed a wide range of components and equipment, ranging from fragile glass valve components to highly sophisticated test equipment; the impact which the combined stand achieved was extremely gratifying.

Results at exhibitions of this description are, of course, judged less by orders booked than by the number and type of inquiry received: in this respect the British combined stand more than justified its presence.

The first day was quiet as visitors took their bearings. Then the word began to get around not only that British products on show were of high quality in every respect, but that prices were in many cases below those of the competition – this in spite of the Common Market tariffs.

From this point onward, members of the combined stand were kept busy answering technical questions and giving price quotations for their products. The technical level of inquiry was extremely high and, as one exhibitor summed it up, 'The 60-70 inquiries I have taken at this exhibition are of more value in terms of potential orders than the 500 or so which I have received at other fairs of a more general nature'. Senior technical representatives from both private industry and government research, development and testing organizations were recorded as having visited the stand, and many of these requested price quotations and delivery dates to be sent to them. The unanimous opinion was that the British electronics industry could expect to do substantial business in the near future as a result of having attended 'Electronica'.

Since all the exhibitors on the combined stand reported success of some kind, it is difficult to single special case out for mention. Suffice to say that quotations from every one of the 30 firms exhibiting were requested, and that of the four or five firms not already represented in Germany, all received serious inquiries regarding an agency franchise.

As it is estimated that there are only some 30,000 potential buyers of electronic components and related products in the whole of Europe, the success of 'Electronica' can be judged from the fact that 22,600 persons were recorded as having visited the exhibition during the seven days it was open: at least half of this number visited the combined stand at some time or other. All participants on this venture expressed their intention of returning to the next 'Electronica' to be held in Munich from November 6-13, 1968. Several firms suggested that a National Hall would not be out of place at this next event.

'Electronica', the electronics components show held in Munich from October 20-26, was remarkable for the quality of the inquiries received by the British firms exhibiting. British prices proved to be competitive, what is more, and our exhibitors came away with a great deal of potentially lucrative following up to do over the coming months.

Worthwhile plastics exhibition in Utrecht

'MACROPLASTIC', held from October 19-26, is a biennial event covering the whole range of products used in the field of plastics – from raw materials and machinery to finished manufactures. The products of 980 manufacturers were displayed on 278 stands. About 30 per cent of the products being Dutch, 28 per cent German, 12 per cent British and the remainder from a variety of countries including Italy, France and Scandinavia.

Some 60 British manufacturers showed their products, mainly on the stands of their agents; but there was also a central British feature, in which 12 firms participated. This was an attractively laid-out stand in the Marijkehal, covering 4,250 sq. ft., organized as a joint venture by the London Chamber of Commerce and the Board of Trade.

Since its inception 10 years ago the exhibition has grown from an area of 74,000 sq. ft. to this year's 186,500 sq. ft., spread over five exhibitions halls. At the time of writing attendance figures are not available, but they are expected at least to equal the 41,000 trade visitors to the 1964 event, which included 9,000 foreign visitors.

The official opening ceremony was attended by the British Counsellor (Commercial) in The Hague, Mr. J. A. Turpin, who afterwards visited the British stand and spent some time with each of the participants. Other members of the Commercial Department of the Embassy visited 'Macroplastic' some days later to gauge the impact of British participation.

Of the firms taking part in the joint venture six already have agents in Holland. Five of these reported a level of interest ranging from 'satisfactory' to 'better than expected'; one estimated interest to be rather lower than at previous events. Of the remaining firms one was a publisher of technical journals and four already sell to Holland direct with varying degrees of success. Three of the latter were in contact with potential agents as a result of their participation and all were confident that their presence would produce worthwhile results. One specialist firm had a disappointing response and felt that participation had been a waste of time but they nevertheless established a promising contract with a leading Dutch manufacturer during their stay.

A substantial number of foreign visitors, mainly from Germany, Scandinavia and Belgium, visited participants at the British stand. As a result, Boston Marine and General Engineering Co. Ltd. reported firm inquiries for their machines from Germany, Sweden and Belgium and Floataire Ltd. three definite orders from the Netherlands, Germany and Norway. Before the exhibition closed The Small Power Machine Co. Ltd. had sold all the machines on their stand. One firm exhibiting containers and components expressed confidence that worth-while business would materialize despite the relatively high tariff on finished products.

Consumption of plastics in the Netherlands is increasing at a tremendous rate. It is estimated that the present annual consumption of seven kilograms a head will grow to 54 kilograms a head over the next eight years. This means great opportunities for British manufacturers and, to judge from the comments of principals and agents at the exhibition, the tariff need not be a decisive handicap, particularly for equipment which has special features or for finished plastic products of outstanding quality. As an example of the latter, it was encouraging to hear that a range of British pipe was selling well because of quality appeal. There seems no doubt that 'Macroplastic' is an exhibition to which British manufacturers should give continued attention.

Mr. J. A. Turpin, Counsellor (Commercial) in the British Embassy at The Hague, was an early visitor to our joint venture stand at Macroplastic – the international plastics exhibition held at Utrecht (October 19-26). The picture shows Mr. Turpin (left) talking to a representative of C. A. Harden Ltd., one of the 12 exhibitors who took part in the joint display.

Medical display in Ethiopia

A report from the Commercial Department, British Embassy, Addis Ababa

IN conjunction with the Second Symposium on Rehabilitation in Africa an International Exhibition of Medical Equipment and Pharmaceuticals took place in Addis Ababa from October 24-28. The exhibition was organized by Overseas Exhibition Services Ltd., of London, a company primarily concerned with organizing specialized exhibitions in areas where trade opportunities exist but which are not yet developed. Attendance was by invitation only and there were nearly 1,000 visitors.

The Board of Trade in co-operation with the Surgical Equipment and Appliance Export Group staged what is now well known as a joint venture. It provided shell stands for 12 British exhibitors and an information point in a total area of about 3,700 sq. ft. on the ground floor of the local Chamber of Commerce Building, one of the most modern and believed to be the highest building in Addis Ababa. The exhibition was opened by HE Ato Abebe Retta, the Ethiopian Minister of Commerce and Industry. Also present at the opening were HE Bitwoded Asfa Wolde Mikael, the Minister of Public Health, Ato Gebre Selassie Oda, the President of the Addis Ababa Chamber of Commerce and leading personalities attending the Symposium on Rehabilitation. The local Press gave extensive coverage to the opening.

Britain has much to offer in the medical and surgical equipment fields and the feeling of British firms who participated in this first-ever joint venture in Ethiopia was generally one of satisfaction with their initiative. In a developing country commercial aspects, of course, always depend on the availability of funds. Nevertheless, some useful orders were taken, one company in particular disposing of all its major exhibits within a few hours of the opening of the exhibition. Negotiations for new agency representation also took place which should give rise to new business in the future. With the envisaged completion within the next two years of at least one, and a maximum of five, new hospitals in Ethiopia, this particular International Exhibition certainly served as an excellent shop window and not only for Ethiopia since practically every African state was represented at the Second Conference on Rehabilitation in Africa.

Apart from Great Britain, which was represented by 12 manufacturers, there were exhibitors from Ethiopia, Germany, Sweden and the Netherlands. Among many interesting exhibits was one organized by the Royal National Institute for the Blind consisting of a photographic record of eye operations performed in Ethiopia by a team of opthalmologists and surgeons under Dr. Trevor Roper. The instruments used by Dr. Trevor Roper and his assistants were displayed, together with sales literature from seven companies supplying the instruments and equipment for eye surgery.

Although only a representative display was seen at the exhibition, it served to show visitors that the development of the British medical equipment industry has kept pace with the far-reaching developments of medical science.

The International Exhibition of Medical Equipment and Pharmaceuticals held in Addis Ababa from October 24-28 *was the occasion of the Board of Trade's first ever joint venture in Addis Ababa. The show was also organized by a British firm. It was formally opened by HE Bitwoded Asfa Wolde Mikael, Ethiopian Minister of Commerce and Industry (right). Also present was Ato Tulu Gula (second from left), secretary general of the Addis Ababa Chamber of Commerce.*

British pavilion at 1966 Guayaquil Agricultural Fair

FOR MANY YEARS a growing number of firms dealing in agricultural products have taken the opportunity presented by the agricultural fair, held at Guayaquil during the first two weeks of October, to exhibit their wares. And in recent years the tendency has been for other firms not directly connected with agriculture to take stand space to publicise their locally manufactured and imported products.

In 1965 it was decided that the time was ripe to use the fair as a shop window for British exports. Ecuador is a small country; nevertheless, there is a section of the population that is used to buying imported manufactured goods and is able and prepared to pay the necessarily high price. This is especially so in Guayaquil, Ecuador's largest city and commercial centre. Furthermore, although industry is still in its infancy industrial development, under government sponsorship, begins to show progress with resulting opportunities for British participation.

Against this background, the 1965 British Pavilion was well supported and was the focal point of the exhibition. Dominated by a mock-up of Big Ben and standing beside the livestock show and judging ring and near the open air stage for variety shows, it immediately attracted visitors between the main events of the fair and was used as a grandstand for most of them.

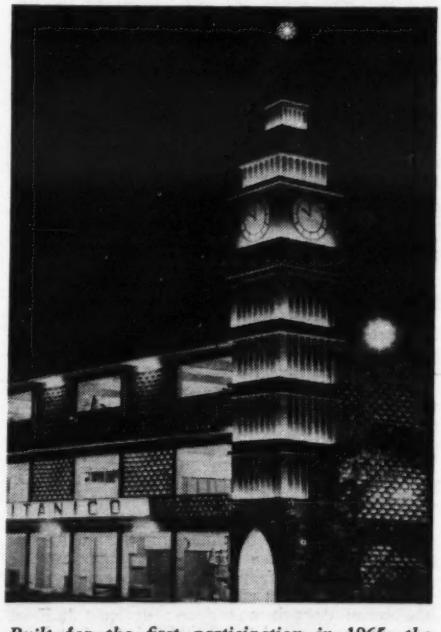
The success of the 1965 effort was difficult to measure in terms of actual trade benefits but there is no doubt that the goodwill generated by British participation was enormous. Thus encouraged, the British Consulate at Guayaquil, with Board of Trade approval and support, organised a British Pavilion for the 1966 fair and, in the event, this proved to be the only wholly foreign sponsored exhibit.

As in 1965, the British pavilion completely dominated the fair area and praise from all sources was generous and spontaneous; on various occasions, the Pavilion was visited by the Minister of Agriculture and other Cabinet Ministers. On October 10, Mr. G. T. Corley Smith, HM Ambassador at Quito, inspected the pavilion and was presented with an illuminated parchment in the name of the Council of the Province of Guayas proclaiming their gratitude for Britain's contribution to the success of the fair.

Stands were taken by agents and distributors with, in some cases, financial help from their principals and goods were exhibited under the name of the local firm. Half the ground floor was devoted to an exhibition of British motor vehicles (Morris, Rootes and British Ford) and the remainder of the floor was occupied by products of Cooper, McDougall & Robertson Ltd., Day, Son & Hewitt Ltd., The British Cod Liver Oil (Hull & Grimsby) Ltd., Simon Barron Ltd., E. C. De Witt & Co. Ltd., Bamfords Ltd., Elequip Ltd., B. K. B. Electric Motors and Wm. McKinnon & Co. Ltd., Stands on the first floor were taken by Anglo Ecuadorian Oilfields Ltd., Shell, Hilos Cadena (J. & P. Coats), The Chillington Tool Co. Ltd., and Ralph Martindale & Co. Ltd.

It is estimated that visitors to the British pavilion numbered 90,000. Fifty thousand specially printed programmes, containing notes on British industrial achievements and advertising British products, were distributed.

The British Pavilion at the 1966 Fair can, once again, be considered as a much needed boost for British prestige in Guayaquil and, despite the lack of evidence of positive trade results, it is hoped that future support from British Industry will be forthcoming to enable the British Consulate to make this an annual event.



Built for the first participation in 1965, *the British pavilion at the Guayaquil agricultural fair was improved and illumination added for the* 1966 *show. The only foreign pavilion, it dominated the show by day and, as here, by night.*

Metz Autumn Fair—1966

THE AUTUMN edition of the annual Metz International Fair, opened this year by M. Marcellin, French Minister of Industry, was held between September 28 and October 9. This fair, which rivals the European Fair at Strasbourg as the principal means of commercial display in Eastern France, some years ago became too big for its site and was split into an autumn display which is primarily for capital products, and a spring fair for consumer goods.

Lorraine, of which Metz is the centre, is the most heavily industrialized region in France. It also has the largest population growth. The recent canalization of the Moselle, now reaching as far as Metz itself; the decision to install a refinery; and the declared intention of the Ford Motor Company to locate a factory here, are some examples of the activity in this region, which deserves more interest from British manufacturers of engineering equipment than it at present gets.

In October 1965 the British Mechanical Engineering Federation appeared for the first time at the Metz Autumn Fair, manning an information stand illustrated with enlarged photographs and equipped with trade literature. In 1966 the Federation took part again, this time on a much more effective scale. Sales literature was backed up by displays of samples and models, some of them in section. One spectacular example which always had a crowd round it was a working model of a British coal mine. Among those attracted were representatives of the Lorraine Coal Marketing Office, who, after seeing the model, had a discussion with the National Coal Board representative on the stand.

Interesting models, displays of equipment and technical information were presented by the following British manufacturers: AEI International Ltd. (model of gas blowers in Dungeness 'A' nuclear power station); Baker Perkins Ltd., British Federal Welder and and Machine Co. Ltd.; Consolidated Pneumatic Tool Co. Ltd.; Holman Brothers Ltd. (model of special rock drill); Chamberlain Industries Ltd. (model of Staffa Mark 7 motor); Hoyt Metal Company of Great Britain Ltd.; Instron Ltd.; K & L Steelfounders & Engineers Ltd. (large model of KL 15-30 truck-mounted Jones crane); B. & S. Massey Ltd. (model of a forging press); Samuel Osborn & Co. Ltd.; Peglers Ltd.; Walker Crosweller Co. Ltd.

On September 30, which had been appointed as British Day, Mr. F. C. Everson, HM Minister (Economic) at the British Embassy in Paris, visited Metz and, after giving a lunch attended by the Mayor and other local notables in the commercial and industrial field, made a tour of the fair. In the evening he attended a reception on the BMEF stand given by HM Consul-General at Strasbourg, Mr. J. Selwyn. By kind permission of Air Vice-Marshal Lane and the officers of the Royal Canadian Air Force base at Metz, two Canadian Scottish pipers in full dress entertained the guests at this party. On October 7 the stand was also visited by HM Ambassador at Luxembourg, Mr. Dugald Malcolm, accompanied by his wife and Mr. Strauss, Commercial Attaché.

Many useful inquiries which are being followed up were received on the BMEF stand, which stood out in sharp contrast to the other national stands as the only national stand in keeping with the theme of the fair, 'Engineering Products'.

The number of visitors was 487,000, representing an increase of 8,000 on those of last year. Since the spring and autumn fairs are really the same display divided into two parts, for the purposes of assessing visitors to the fair as a whole, the total figure for visitors in the spring and autumn this year amounted to 824,667 compared with 750,622 in 1965.

The principal conclusion to be drawn from this worthy participation by the British Mechanical Engineering Federation is, how much more could also be achieved at this fair if more British manufacturers could be persuaded to take a like interest.

Munich Fashion Week

THAT British fashion designers are style setters and that their influence is growing throughout Europe were facts clearly demonstrated at the Fashion Week held in Munich from October 2-6. The products of some 24 British manufacturers on display were characterized by good design, the provocative use of colours and a maximum exploitation of the wide range of fabrics available today.

The Munich Fashion Week, held each year in Spring and Autumn, is a young event, having started six years ago with just 28 exhibitors. It now occupies four large halls at the Munich exhibition grounds in addition to displays in hotel suites and in manufacturers' and representatives' private showrooms in town. It boasts over 1,000 exhibitors of which 200 are foreign from 18 countries. The area covered by the Fair at the exhibition grounds alone has grown from 20,000 sq. ft. in 1960 to the present 37,000 sq. ft. Britain had the second largest contingent and this included 10 firms exhibiting on the three combined stands arranged as a joint venture scheme between the British Fashion Export Group and the Board of Trade. It was after a small but successful trial showing at the Spring Fashion Week this year that the British Fashion Export Group decided on bigger participation this Autumn. From the results achieved by the majority of the British exhibitors this decision was proved correct.

The Autumn showing, however, produced no startling records. In fact, the organizers estimate that business was down by some 20 per cent and for this there are a variety of reasons. For example, the increase in the number of foreign exhibitors, including a few British, who subsequently found that for one reason or another their products were entirely unacceptable on the local market. Also many buyers were not sufficiently aware of the increase in size of the show and had not allowed themselves sufficient time. Finally the significant reason that the generally poor Spring and Summer weather has left many retailers overstocked and short of ready cash.

Taking these negative aspects into consideration, it is all the more encouraging that the majority of British exhibitors took enough orders to enable them to decide to return again in the Spring of 1967.

'London House' opened in Amsterdam

ON OCTOBER 25 the British Ambassador to the Netherlands, Sir Peter Garran, opened 'London House' at Vijzelgracht 7 in the centre of Amsterdam. This is a private venture by the Kentgran Trading Company Ltd. of London, providing a permanent centre where British consumer goods can be exhibited to trade buyers. In addition to display space on several floors, facilities are available for fashion shows.

At the opening ceremony there was a lively and colourful display of ladies' and men's latest styles from Carnaby Street displayed by models brought over from London specially for the occasion. Bobby Charlton, the football player, was also there.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

The 'beefeater', the micro-skirted British models and footballer Bobby Charlton were all in Amsterdam recently for the opening, by the British Ambassador to the Netherlands, of 'London House', a new display centre for British consumer goods. Kentgran Trading Co. Ltd. are the company behind this project, which offers exporters a useful way of presenting their products to the trade.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(214/66) Tractors for Direccion de Vialidad de la Provincia de Buenos Aires. November 28. E.S.B. 40735/66.

(214/66) Generators for Ministerio de Obras Publicas. (Further Information.) Closing date postponed to November 30. Tender documents now available. E.S.B. 33172/66.*

(216/66) Power Plants for Servicios Electricos del Gran Buenos Aires (SEGBA). (Further Information.) Closing date advanced to November 30. E.S.B. 36437/66.*

AUSTRALIA

State Electricity Commission of Western Australia:

(218/66) Foundation Piles. Closing date should have read September 5, 1966, not December 5. E.S.B. 29848/66.

(215/66) Concrete Structures for Water Intake System. (Further Information.) Tender documents now available. E.S.B. 34909/66.*

BURMA

(214/66) Insulators for Electricity Supply Board. December 30. E.S.B. 40095/66.

Myanma Export Import Corporation:

(213/66) M.S. Angles, etc. November 30. E.S.B. 40456/66.*

(213/66) Sanitary Fittings. November 30. E.S.B. 40468/66.*

(213/66) Cement. November 30. E.S.B. 40465/66.*

(213/66) C.I. Pipe. December 3. E.S.B. 40464/66.*

(213/66) Grinding Machines. November 30. E.S.B. 40473/66.*

(213/66) Miscellaneous Materials. November 30. E.S.B. 40457/66.*

(214/66) Buffing Machine. December 21. E.S.B. 40439/66.*

(214/66) Padlocks. November 30. E.S.B. 40446/66.*

People's Oil Industry:

(213/66) Paint, Thinner and Remover. November 30. E.S.B. 40447/66.*

(213/66) Iron Sheets. November 30. E.S.B. 40452/66.*

(214/66) Valves, Cocks and Hydrants. December 5. E.S.B. 40453/66.*

(214/66) Bristle. November 30. E.S.B. 40450/66.*

(218/66) Brass. December 5. E.S.B. 41344/66.*

(214/66) Vehicles for People's Pearl and Fisheries Board. December 2. E.S.B. 40462/66.*

(214/66) Horticultural Equipment for Public Works Corporation. November 28. E.S.B. 40466/66.*

CEYLON

(217/66) Vans and Trucks for Ceylon Petroleum Corporation. November 25. E.S.B. 41152/66.

Ceylon Transport Board:

(218/66) Hardboard. December 7. E.S.B. 40728/66.

(216/66) Aluminium Extrusion. December 14. E.S.B. 40731/66.

(216/66) Leather Cloth. December 7. E.S.B. 40729/66.

(216/66) Pine Board. December 14. E.S.B. 40730/66.

(216/66) Aluminium Sheets. December 21. E.S.B. 40732/66.

(214/66) Spares for Air Conditioning Plants for Electricity Department. December 5. E.S.B. 40471/66.

(214/66) Barbed Wire and Staples for Stores Department. December 15. E.S.B. 40472/66.

CHILE

(217/66) Milk Powder for Servicio Nacional de Salud. December 6. E.S.B. 41125/66.*

COLOMBIA

(216/66) Telephones and Spare Parts for Empresas Publicas de Medellin. December 14. E.S.B. 41153/66.

(216/66) Chlorine Cylinders for Instituto Nacional de Fomento Municipal. November 30. E.S.B. 41121/66.*

COSTA RICA

(217/66) Telecommunication Equipment for El Instituto Costarricense de Electricidad. (Further Information.) Closing date postponed to December 7. E.S.B. 30995/66.

La Proveedura del Ferrocarril Electrico al Pacifico:

(217/66) Telecommunication Equipment. November 24. Tender documents (In Spanish) available. E.S.B. 41163/66.*

(217/66) Transformers. November 23. Tender documents (In Spanish) available. E.S.B. 41162/66.

CYPRUS

(217/66) Paper and Board for Director of the Printing Office. (Further Information.) E.S.B. 40725/66.*

(215/66) Fine Chemicals for Ministry of Health. November 26. E.S.B. 40726/66.

(215/66) Paper and Board for Treasury. December 17. E.S.B. 20725/66.*

FORMOSA

Central Trust of China:

(214/66) Switchgear. November 23. E.S.B. 40044/66.*

(214/66) Pipe Fittings. November 26. E.S.B. 40042/66.

(217/66) Cylinder Assemblies. November 29. E.S.B. 41178/66.*

(217/66) Cableway Installation. November 26. E.S.B. 41322/66.*

(218/66) Lemon Oil. November 28. E.S.B. 41326/66.*

(218/66) Bentonite. November 28. E.S.B. 41327/66.*

(218/66) Metal Harness Tester. November 29. E.S.B. 41330/66.*

(218/66) Power Transformer. November 28. E.S.B. 41331/66.*

(218/66) Automatic Liquid Filler. December 5. E.S.B. 41170/66.*

(218/66) Meters. November 26. E.S.B. 41171/66.*

(218/66) Casing Coupling. November 30. E.S.B. 41172/66.*

(218/66) Control Instruments and Gauges. December 2. E.S.B. 41176/66.*

(218/66) Fire Extinguishers. November 30. E.S.B. 41318/66.*

(218/66) Zinc Dust. December 1. E.S.B. 41319/66.*

(218/66) Arc Welding Equipment. December 2. E.S.B. 41169/66.*

(218/66) Water Heaters. December 6. E.S.B. 41173/66.*

(218/66) Aluminium Alloy. December 2. E.S.B. 41174/66.*

(218/66) Bentonite. December 2. E.S.B. 41175/66.*

(218/66) Sodium Cyanide. December 1. E.S.B. 41177/66.*

(218/66) Marine Diesel Engine. December 2. E.S.B. 41320/66.*

(218/66) Centrifugal Pumps. December 3. E.S.B. 41321/66.*

(218/66) Fibreglass. November 29. E.S.B. 41323/66.*

(218/66) Timing Belts. November 29. E.S.B. 41324/66.*

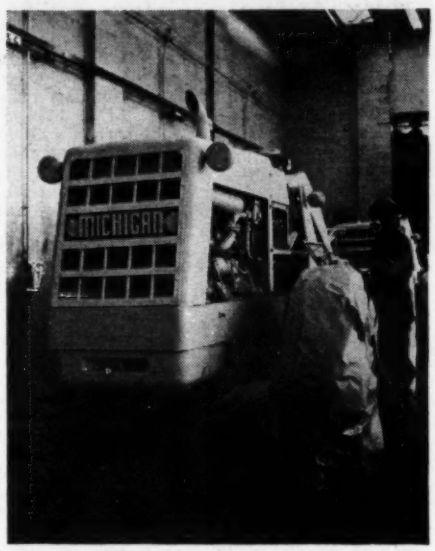
(218/66) Mild Steel Plate and Angle. November 28. E.S.B. 41325/66.*

GREECE

(215/66) Electronic Elements for Hellenic State Railways. November 25. E.S.B. 40712/66.*

(215/66) Office Machines for Institute of Social Insurance. November 28. E.S.B. 40715/66.*

(215/66) Fertilizer Plant for Municipality of Athens. (Further Information.) E.S.B. 40403/66.*



The last of 45 35A Michigan tractor shovels being painted ready for shipment to the Argentine, at Clark Equipment Ltd., Camberley. This £430,000 export order was made by the Highway Board, Province of Buenos Aires.

HONG KONG

Government Stores Department:

(213/66) Ring Spinning Frame. (Further Information.) E.S.B. 39628/66.*

(217/66) Level Indicator. December 10. E.S.B. 41156/66.

INDIA

(215/66) Sintering Furnace for Atomic Energy Establishment. November 25. E.S.B. 40500/66.*

(216/66) Silicon Rectifier for Chittaranjan Locomotive Works. (Further Information.) E.S.B. 38848/66.*

(215/66) Dock Construction Project for Commissioners for Port of Calcutta. (Further Information.) Closing date postponed to December 15. E.S.B. 27579/66.*

(215/66) Milling and Rolling Mills for Directorate General of Supplies and Disposals. December 6. E.S.B. 40749/66.*

(213/66) Jetting Pump for Government of Andhra Pradesh. December 15. E.S.B. 40079/66.*

Indian Telephone Industries Ltd.:

(213/66) Dielectric Fluid. December 5. E.S.B. 40082/66.

(213/66) Capacitor Tissue Paper. November 28. E.S.B. 40083/66.

(214/66) Bus Bars. December 5. E.S.B. 40084/66.

(215/66) Engine Testing Equipment for Madras Port Trust. (Further Information.) E.S.B. 37968/66.*

(215/66) Travelling Gantry and Valves for Madras State Electricity Board. November 30. E.S.B. 40744/66.

(217/66) Portable Projector and Equipment for Supplies and Disposals. November 30. E.S.B. 41122/66.*

(215/66) Cooling Towers for West Bengal State Electricity Board. December 13. E.S.B. 40745/66.*

IRAN

(214/66) Fungicide for Iranian Tobacco Monopoly. January 8, 1967. E.S.B. 40426/66.*

IRAQ

Central Foreign Purchasing Board:

(215/66) Dental and X-ray Units. January 8, 1967. E.S.B. 40767/66.

(215/66) Typewriters. December 25. E.S.B. 40758/66.

(215/66) Disinfectant Drugs. December 25. E.S.B. 40768/66.

(215/66) Laboratory Equipment. January 22, 1967. E.S.B. 40769/66.

(*Continued on page* 1217)

† **The Export Service Bulletin,** *a 'must' for exporters is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
Prudential Buildings, The Pithay, Bristol, 1. (Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dimerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

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Market Reports
Calls for Tenders
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10 guineas per annum (inclusive of postage)

Export Services Branch, Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

Iraqi Ports Administration:
(214/66) Electrical Materials and Poles. (Further Information.) E.S.B. 39649/66.*
(218/66) Marine Electrical Equipment. (Further Information. December 22. E.S.B. 40493/66.*
(214/66) Water Supply Extension Scheme for Ministry of Municipalities and Works. (Further Information.) E.S.B. 39430/66.*

ITALY

(213/66) Connectors and Cable for Saclant ASW Research Centre – (NATO). November 30. E.S.B. 40425/66.*

JORDAN

(216/66) Laboratory Equipment for Department of Supplies. November 26. E.S.B. 40800/66.*

KENYA

(218/66) Telephone Exchange for East African Post and Telecommunication Administration. January 2, 1967. E.S.B. 41166/66.

KUWAIT

(216/66) Casing Pieces for Central Tenders Committee. November 27. E.S.B. 41109/66.*
Ministry of Electricity and Water:
(217/66) Radio Telephone Equipment. November 27. E.S.B. 41108/66.*
(217/66) Test Pumps, Tensiometers and Welding Machine. November 27. E.S.B. 41110/66.*
(217/66) Air Conditioning Units. December 6. E.S.B. 41111/66.*
(217/66) Liquid Chlorine. December 4. E.S.B. 41112/66.*
(217/66) Paints and Varnishes. December 6. E.S.B. 41119/66.*

MALAWI

(218/66) Brooms and Brushes for Central Tender Board. November 25. E.S.B. 41337/66.
(216/66) Galenicals and Preparations for The Government Medical Stores. (Further Information.) E.S.B. 40470/66.*

MALAYSIA

Ministry of Defence:
(218/66) Aerials. November 24. E.S.B. 41136/66.*
(218/66) Welding Flux. November 24. E.S.B. 41133/66.*
(218/66) Aluminium Sheets. November 24. E.S.B. 41127/66.*
(218/66) Bronze Phosphor Round. November 24. E.S.B. 41143/66.*
(218/66) Copper Sheet. November 24. E.S.B. 41142/66.*
(218/66) Mild Steel Gauze. November 24. E.S.B. 41141/66.*
(218/66) Steel Mesh. November 24. E.S.B. 41140/66.*
(218/66) Mild Steel Flats. November 24. E.S.B. 41138/66.*
(218/66) Electrodes. November 24. E.S.B. 41131/66.*
(218/66) Solder. November 24. E.S.B. 41134/66.*
(218/66) Solder. November 24. E.S.B. 41135/66.*
(218/66) Mild Steel Angles. November 24. E.S.B. 41139/66.*
(218/66) Office Mahinery and Equipment for Organization and Methods Department. December 10. E.S.B. 41196/66.*
(215/66) Construction of Naval Base for Public Works Department. December 15. E.S.B. 40746/66.
Telecommunications Department:
(216/66) Protector Mountings. December 20. E.S.B. 41146/66.*
(217/66) Radio Equipment. December 20. E.S.B. 41147/66.*

MALTA

Treasury:
(218/66) Dried Skimmed Milk. November 23. E.S.B. 41158/66.*
(218/66) Distribution Pillars; Cabinets and Assemblies. December 7. E.S.B. 41159/66.*
(218/66) Carton Filling and Sealing Machine. November 30. E.S.B. 41189/66.*
(218/66) Bottle Washing Detergent. November 30. E.S.B. 41190/66.*
(218/66) Milk Churns. November 30. E.S.B. 41191/66.*
(218/66) Laboratory Instruments. November 30. E.S.B. 41193/66.*

MOROCCO

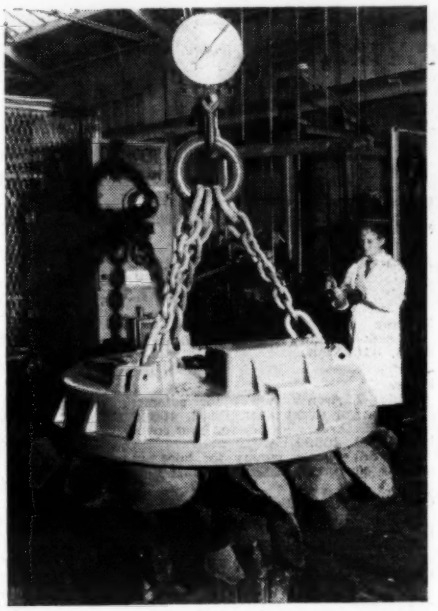
(216/66) Electric Cranes for Ministry of Public Works. November 23. E.S.B. 40789/66.*

NETHERLANDS

(215/66) Roadworks for Director of Waterways. November 29. E.S.B. 40780/66.

NEW ZEALAND

(216/66) Cable for Auckland Electric Power Board. January 27, 1967. E.S.B. 40792/66.*
General Post Office:
(214/66) Blotting Paper. November 25. E.S.B. 40701/66.*
(216/66) Wooden Handles. November 30. E.S.B. 40796/66.*
(217/66) Leak Detector. November 29. E.S.B. 41180/66.*



A Witton-Kramer 55-inch lightweight electric lifting magnet weighing 3,800 lb. raising 2,450 lb. of pig-iron during a load test at the GEC Engineering Works at Witton, Birmingham. Several electric lifting magnets have been supplied to India, Canada and South Africa.

(214/66) Towels for Ministry of Works. November 30. E.S.B. 40702/66.*
(217/66) Tape Recorders for New Zealand Broadcasting Corporation. December 1. E.S.B. 41182/66.*
(217/66) Water Treatment Plant. (Pre-qualification information.) for New Zealand Steel Ltd. Closing date not yet known. Intending tenderers should apply immediately. E.S.B. 41165/66.

PAKISTAN

Directorate of Supply:
(214/66) Auto Shop Equipment. (Further Information.) E.S.B. 39462/66.
(214/66) Machine Shop Equipment. (Further Information.) E.S.B. 39460/66.
(214/66) Auto Shop Handtools. (Further Information.) E.S.B. 39464/66.
(214/66) Machine Shop Handtools. (Further Information.) E.S.B. 39463/66.
(213/66) Steel for Pakistan Eastern Railway. December 5. E.S.B. 40086/66.
(215/66) Cranes; Compactor; Railcar for West Pakistan Railway Board. (Further Information.) E.S.B. 38547/66.*

PORTUGAL

(216/66) Turbo Alternator for Empressa Termoelectrica Portuguesa SARL. January 18, 1967. E.S.B. 40790/66.

SINGAPORE, REPUBLIC OF

Public Utilities Board:
(214/66) Electric Cookers. December 27. E.S.B. 40487/66.*
(214/66) Water Heaters. December 27. E.S.B. 40479/66.*
(214/66) Water Heaters. December 27. E.S.B. 40480/66.*
(214/66) Fans. December 27. E.S.B. 40481/66.*
(214/66) Ceiling Fans. December 27. E.S.B. 40482/66.*
(214/66) Cookers. December 27. E.S.B. 40483/66.*
Singapore Polytechnic:
(215/66) Surveying Equipment. December 5. E.S.B. 40741/66.*
(215/66) Electrical Equipment. December 5. E.S.B. 40742/66.*

SOUTH AFRICA

State Tender Board:
(215/66) Calipers. December 5. E.S.B. 40777/66.*
(215/66) Hydrometers. December 5. E.S.B. 40778/66.*
(215/66) Spanners. December 5. E.S.B. 40770/66.*
(215/66) Alternator Set. November 24. E.S.B. 40771/66.*
(215/66) Nucleonic Equipment. November 24. E.S.B. 40772/66.*
(215/66) Loud Hailers. November 23. E.S.B. 40773/66.*
(215/66) Syringes, Needles, etc. November 24. E.S.B. 40774/66.*
(215/66) Communications Equipment. November 24. E.S.B. 40775/66.*
(213/66) Hospital Equipment for Transvaal Provincial Tender Board. November 25. E.S.B. 40072/66.*

SPAIN

(218/66) Tele-Connectors for Ministerio de la Gobernacion. November 25. E.S.B. 41186/66.
Ministerio del Aire:
(218/66) Construction of Airport. November 29. E.S.B. 41184/66.
(218/66) Electric Valves. December 2. E.S.B. 41185/66.
(214/66) Escalators for Ministerio de Obras Publicas. November 24. E.S.B. 40707/66.

SUDAN

(213/66) Cable and Joints for Central Electricity and Water Corporation. December 1. E.S.B. 40419/66.*
Sudan Railways:
(213/66) Vacuum Exhauster. December 19. E.S.B. 40411/66.*
(217/66) Gang Trolleys. December 8. E.S.B. 41113/66.*
(217/66) Electrical Welding Sets. December 15. E.S.B. 41154/66.*

SYRIAN ARAB REPUBLIC

(213/66) Transceivers; Generators for Chemins de Fer Syriens. December 1. Tender documents (in French) available. E.S.B. 40430/66.*
(214/66) Automatic Telegraph Network for Posts and Telecommunications Establishment. January 27, 1967. E.S.B. 40432/66.*

TANZANIA

(218/66) Telephone Extension for East African Posts and Telecommications Administration. January 2, 1967. E.S.B. 41167/66.

THAILAND

(214/66) Miscellaneous Equipment for Royal Irrigation Department. December 6. E.S.B. 40434/66.*

TURKEY

(216/66) Wheel Trencher for Devlet Su Isleri Genel Mudurlugu. November 30. E.S.B. 40785/66.*
(216/66) Air Filter and Pressure Regulator Sets for State Highways Department. November 28. E.S.B. 40786/66.*

UGANDA

Government Supply Office:
(215/66) Tyres and Tubes. December 2. E.S.B. 40765/66.
(215/66) Batteries. December 2. E.S.B. 40766/66.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(214/66) Electric Lamps. December 7. E.S.B. 40738/66.
(214/66) Railway Signalling Equipment. December 8. E.S.B. 40739/66.

UNITED STATES OF AMERICA

(216/66) Shunt Reactor for Department of the Interior. (Further Information.) Closing date postponed to December 6. E.S.B. 38881/66.*
(217/66) Shunt Capacitor Equipment for The Bonneville Power Administration. December 15. E.S.B. 41157/66.*

URUGUAY

(214/66) Carpenters' Tools for AFE (State Railways). December 14. E.S.B. 40708/66.
(218/66) Sewing Threads for Ministerio de Salud Publica. December 20. E.S.B. 41367/66.*

VIETNAM

(215/66) Approach Lighting System Spares for Central Purchasing Authority. November 25. E.S.B. 40747/66.*

ZAMBIA

Central Supply and Tender Board:
(215/66) Hospital Equipment. November 25. E.S.B. 40761/66.*
(216/66) Trailers. (Further Information.) E.S.B. 38896/66.
(216/66) Rescue Fire Service Uniforms. (Further Information.) E.S.B. 38895/66.*
(217/66) Wooden Furniture. November 25. E.S.B. 41313/66.*
(218/66) Lead Sleeves. (Further Information.) Closing date postponed to December 2. E.S.B. 40418/66.*
(218/66) Trench Coats. (Further Information.) E.S.B. 40421/66.*
(218/66) Heavy Duty Wire. (Further Information.) Closing date postponed to December 2. E.S.B. 40417/66.*
(218/66) Borehole Casing. (Further Information.) E.S.B. 40420/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(216/66) Inquiry for Christmas gifts. E.S.B. 40874/66.

Algeria
(213/66) Inquiry for cookers; radio and TV sets; refrigerators; tape recorders. E.S.B. 39954/66.

Australia
(213/66) Agency inquiry for copying machines. E.S.B. 40213/66.
(213/66) Agency inquiry for dressing table sets; powder compacts. E.S.B. 40215/66.
(214/66) Agency inquiry for air treatment equipment; communication systems; dust collection equipment; fire protection and prevention services; lifts; noise suppression equipment. E.S.B. 40297/66.
(218/66) Agency inquiry for cables; electric motors. E.S.B. 41224/66.
(218/66) Inquiry for pet foods. E.S.B. 41015/66.

Austria
(214/66) Agency inquiry for heaters. E.S.B. 40506/66.
(217/66) Agency inquiry for office furniture; printing machines. E.S.B. 39561/66.

Belgium
(215/66) Inquiry for copper caps. E.S.B. 38406/66.

Bolivia
(215/66) Inquiry for aluminium constructional material; central heating equipment; door accessories; heaters, window frames and accessories. E.S.B. 35856/66.
(215/66) Inquiry for diagnostic sets; medical instruments and equipment. E.S.B. 40603/66.
(215/66) Inquiry for tomato processing and canning machinery. E.S.B. 40624/66.
(217/66) Inquiry for bicycles and accessories. E.S.B. 39596/66.

Brazil
(213/66) Inquiry for yarns and filaments. E.S.B. 34167/66.

British Honduras
(213/66) Inquiry for nail and wire products plant and equipment; steel containers and strapping machines; vehicles. E.S.B. 39937/66.
(214/66) Inquiry for building materials; cattle and hog equipment; farm equipment and tractors; office equipment; shop and repair equipment. E.S.B. 40135/66.

Bulgaria
(214/66) Inquiry for plastic cutlery. E.S.B 39961/66.
(217/66) Plovdiv International Fair. G.D. 8195/G.

Canada
(217/66) Agency inquiry for fishing gear. E.S.B. 41056/66.
(213/66) Inquiry for knitted outerwear. E.S.B. 39777/66.
(214/66) Inquiry for electro-encephalographs. E.S.B. 40158/66.
(214/66) Inquiry for petro-chemical industry equipment; pulp and paper industry equipment. E.S.B. 40345/66.
(215/66) Inquiry for lifeboat canopies. E.S.B. 39032/66.
(217/66) Inquiry for helium extraction plant. E.S.B. 40878/66.

Ceylon
(215/66) Agency inquiry for hose. E.S.B. 40662/66.

Czechoslovakia
(216/66) Inquiry for films on building industry. E.S.B. 32045/66.

Denmark
214/66) Agency inquiry for biscuits. E.S.B. 36124/66.
(216/66) Inquiry for silver plate. E.S.B. 40926/66.

Formosa
(218/66) Inquiry for loudspeakers; stereo amplifiers. E.S.B. 41075/66.

France
(215/66) Agency inquiry for automatic controls and equipment for steam plant. E.S.B. 40519/66.
(216/66) Agency inquiry for floor coverings; wall coverings. E.S.B. 40822/66.
(216/66) Agency inquiry for household goods; do-it-yourself equipment. E.S.B. 40680/66.

Germany, Federal Republic of
(213/66) Agency inquiry for clothing; sportswear; ties. E.S.B. 39983/66.
(214/66) Agency inquiry for machine components and accessories; metals and alloys; motor car accessories and supplies. E.S.B. 35139/66.
(216/66) Agency inquiry for tinned foods. E.S.B. 40911/66.
(218/66) Agency inquiry for knitwear. E.S.B. 41222/66.
(218/66) Agency inquiry for raincoats; riding coats; suits. E.S.B. 41221/66.
(213/66) Inquiry for medical supplies. E.S.B. 40178/66.
(214/66) Manufacture under licence – cold forged products. E.S.B. 33025/66.
(215/66) Inquiry for household kitchen gadgets; medicinal products; paper products; toiletries; veterinary products; etc. E.S.B. 29100/66.

India
(216/66) Inquiry in respect of electrical and mechanical engineering representation. E.S.B. 39344/66.
(217/66) Inquiry for fertilizer and chemical plant equipment. E.S.B. 40165/66.

Iran
(218/66) Inquiry for electronic control units; electronic lamps; pumps; steel pipes. E.S.B. 40981/66.

Iraq
(215/66) Agency inquiry for cable; wire. E.S.B. 40595/66.
(215/66) Inquiry in respect of mineral exploitation contracts – further information. E.S.B. 24500/66.

Israel
(213/66) Agency inquiry for microfilm and microfilm apparatus. E.S.B. 40218/66.
(213/66) Inquiry for glueing machines; presses; printing machines. E.S.B. 40220/66.

Italy
(217/66) Agency inquiry for interior decorating tools and equipment. E.S.B. 40924/66.
(215/66) Inquiry for tanned skins. E.S.B. 40343/66.

Jamaica
(217/66) Inquiry for air conditioning equipment; cold store installation; refrigeration equipment. E.S.B. 40970/66.

Jordan
(215/66) Agency inquiry for steel sheets; window sections. E.S.B. 39387/66.
(215/66) Inquiry for army surplus clothes. E.S.B. 40594/66.
(217/66) Inquiry for rubber toys manufacturing machinery. E.S.B. 40971/66.

Kuwait
(214/66) Inquiry for foodstuffs. E.S.B. 40285/66.

Malawi
(217/66) Inquiry for quarrying plant and equipment. E.S.B. 24863/66.

Mexico
(216/66) Agency inquiry for measuring apparatus; paper for loudspeakers; radio and TV transmission equipment. E.S.B. 25315/66.

Morocco/Bulgaria
(217/66) Trade agreement. C.R.E. 8298/G.

Nepal
(215/66) Inquiry for chemicals and chemical fertilizers; iron sheets; non-ferrous metals; office machines and equipment; paper manufacturing plant; poultry feed manufacturing plant; road building machinery; tractors. E.S.B. 39137/66.

Netherlands
(214/66) Agency inquiry for conveyor belting. E.S.B. 40189/66.
(217/66) Inquiry for cranes. E.S.B. 40837/66.
(218/66) Inquiry for roof tile curing equipment. E.S.B. 38933/66.

Nicaragua
(213/66) Inquiry for chemicals; coffee mill; plastics; shovels; textiles. E.S.B. 40176/66.

Norway
(214/66) Inquiry for amplifiers. E.S.B. 37642/66.

Pakistan
(217/66) Inquiry for machinery and plant. E.S.B. 33614/66.

Rumania
(215/66) Machinery for food industry. E.S.B. 656/66.

Saudi Arabia
(214/66) Agency inquiry for fertilizers. E.S.B. 40326/66.

Sierra Leone
(213/66) Inquiry for caustic soda flake; fruit. E.S.B. 15080/66.

South Africa
(215/66) Agency inquiry for consumer goods. E.S.B. 40651/66.
(216/66) Agency inquiry for radio, electrical and electronic components. E.S.B. 40675/66
(217/66) Inquiry for curtainings; furniture; wall panellings; wood decorative mouldings. E.S.B. 40161/66.

South Korea
(217/66) Import promotion. C.R.E. 14133/G.

Spain
(217/66) Inquiry for photographic laboratory equipment. E.S.B. 39087/66.

Sweden
(215/66) Agency inquiry for brazing and welding rods; soldering material. E.S.B. 40370/66.
(218/66) Agency inquiry for starting and control equipment for motors and generators. E.S.B. 41076/66.
(218/66) Inquiry for footwear. E.S.B. 41066/66.

Switzerland
(215/66) Agency inquiry for dresses. E.S.B. 40851/66.
(216/66) Agency inquiry for cables; electrical control and measuring instruments; power factor meters; transformers. E.S.B. 40941/66.
(216/66) Agency inquiry for children's overcoats and raincoats. E.S.B. 40694/66.
(216/66) Agency inquiry for clothing; underwear. E.S.B. 40683/66.
(216/66) Agency inquiry for dresses. E.S.B. 40620/66.
(216/66) Agency inquiry for metalware. E.S.B. 40674/66.
(216/66) Agency inquiry for tea. E.S.B. 40611/66.
(217/66) Agency inquiry for air compressors and air hoses; high pressure lines and hoses; pneumatic tools. E.S.B. 40849/66.
(217/66) Agency inquiry for chamois leathers; pullovers; rubber bands; toilet cases. E.S.B. 40985/66.
(217/66) Agency inquiry for furniture. E.S.B. 40972/66.
(217/66) Agency inquiry for heaters. E.S.B. 41045/66.
(218/66) Agency inquiry for carpet backing. E.S.B. 41071/66.
(218/66) Agency inquiry for precision tools and equipment. E.S.B. 40884/66.

Trucial States
(216/66) Agency inquiry for cigarettes; soap powders. E.S.B. 36932/66.

Uganda
(214/66) Inquiry for clothing manufacturing machinery and materials. E.S.B. 39967/66.
(215/66) Inquiry for industrial plant and machinery. E.S.B. 40515/66.
215/66) Inquiry for printing inks. E.S.B. 37844/66.

United States of America
(214/66) Agency inquiry for pneumatic cylinders and valves. E.S.B. 39987/66.
(214/66) Inquiry for architectural embellishments; bar furnishings and fixtures; hotel fixtures. E.S.B. 32514/66.
(214/66) Inquiry for wooden hobby kits. E.S.B. 40346/66.
(216/66) Manufacture under licence in Britain – electric cylinders. E.S.B. 36632/66.
(217/66) Inquiry for thermometers. E.S.B. 40928/66.
(217/66) Inquiry for boutique items. E.S.B. 40222/66.
(218/66) Inquiry for meters. E.S.B. 40894/66.
(218/66) Inquiry for woollen fabrics. E.S.B. 40867/66.

Various Countries
(215/66) Further B.S.I. Technical Digests on overseas electrical regulations. E.S.B. 12011/66.

Yugoslavia/Czechoslovakia
(217/66) Trade protocol, 1967. C.R.E. 4800/G.

Yugoslavia/Greece
(217/66) Five-year trade agreement. C.R.E. 9674/G.

Zambia
(218/66) Agency inquiry for household ware; kitchen ware; travel goods. E.S.B. 40917/66.

† For further details on the 'Export Service Bulletin' see page 1214.

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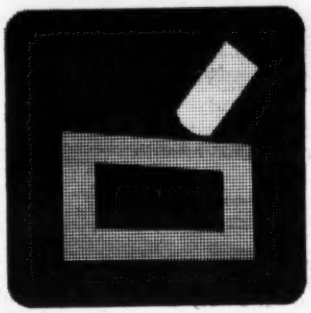

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

To build battery factory

Bulgaria has bought from Vidor Ltd., a member of the Royston Industries group of companies, a completely laid-out factory, in an initial million-dollar 'package' deal to manufacture British-designed batteries. Two years of negotiations and frequent trips to Bulgaria were needed before the export order was won for Britain against competition from Japan, West Germany and France.

Cornish firm's $1 million contract

Holman Brothers Ltd., the Camborne manufacturers of compressed air equipment for mining, civil engineering and industry have obtained a contract worth over $1 million for the supply of equipment to ENAMI, the Chilean State Mining Corporation. It includes more than 55 compressors, 125 rock drills and other machinery and tools.

Order for stained glass

An order from the United States worth over £25,000 has been placed with the stained-glass studio of Whitefriars Glass Ltd. for a series of 20 windows.

The windows are for St. Bernard's Roman Catholic Church, Mount Lebanon, Pittsburgh. A large west window, which covers an area of over 230 square feet, has already been installed and work on the order will be completed in about 12 months' time.

The windows, which have a traditional theme, have been designed by Alfred Fisher, a Fellow of the Society of British Master Glass Painters, chief designer of Whitefriars, in collaboration with the American architect, Mr. William R. Perry.

Iraq telephones contract

GEC (Telecommunications) Limited, of Coventry, has been awarded a £367,000 contract by the Posts, Telegraphs and Telephone Administration of Iraq for the supply of ten 900-line mobile telephone exchanges.

£380,000 tyre order

An export order for tyres worth £380,000 has been won from Poland by the Goodyear Tyre & Rubber Company (Gt. Britain) Ltd. The order, signed by Goodyear and Daltrade Ltd., the Anglo-Polish trading organization, is the largest ever negotiated between Poland and a single British tyre manufacturer.

The tyres will be distributed by Skorimpex, the Polish foreign trade enterprise, for use on tractors and heavy-duty vehicles.

Electrical smelting equipment

The Heavy Plant Division of Associated Electrical Industries Ltd. has received orders to a total value of £264,000 for the supply and erection of silicon rectifier units, transformers and outdoor switchgear for the smelter plant of Canadian British Aluminium Co. Ltd. at Baie Comeau in the Province of Quebec.

This new order will bring the total installed capacity of AEI rectifier equipment exported over the past ten years for aluminium smelting duty alone, to over 600,000 kW – approximately 90 per cent of the British share of the world market in this field.

American order for magnetrons

English Electric Valve Company Ltd. has received an order worth more than $75,000 for magnetrons from the Cryodry Corporation of California, United States. These can be used to generate up to 25 kilowatts of power for microwave heating and cooking and the Cryodry Corporation (a subsidiary of Armour & Co.) will use them in their equipment manufactured for microwave treatment of potato crisps, timber, plastics etc.

To tie up *Pravda*

Twenty-five automatic tying machines worth £200,000 have been ordered by the USSR from Sheridan Machinery Co. Ltd., Bromley, Kent, to cross-tie bundles of the newspaper *Pravda*. Each is capable of cross-tying at speeds of up to 20 bundles per minute, forming an essential part of a plan to modernize and mechanize *Pravda's* publishing room.

Technical services

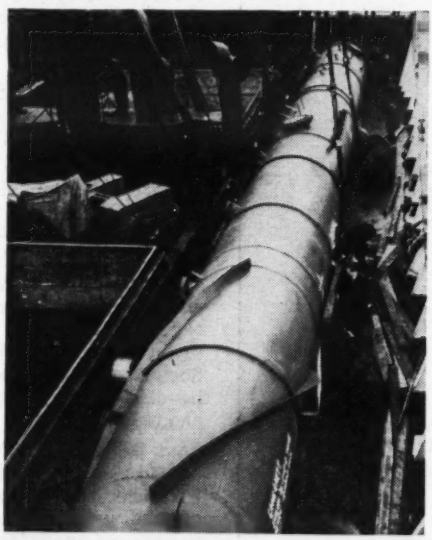
Powell Duffryn Technical Services Limited has won further contracts for consultant work in Greece and Mexico. The Greek contract is awarded by The Ptolemais Lignite Mining and Industrial Company Limited (LIPTOL) and covers the inspection of new specialized mining equipment being supplied from Germany. In Mexico, the company has been appointed to make a valuation of the coal mines of Cia. Fundidora de Fierro y Acero de Monterrey, SA.

Both contracts mean extensions of assignments now being carried out by Powell Duffryn Technical Services.

Lighting contract for Yugoslavia

AEI Lamp & Lighting Co. Ltd., a subsidiary of the British Lighting Industries Ltd., have received a contract for lighting equipment valued at £23,000 for the Pancevo Refinery in Belgrade. The order includes 1,500 flameproof tungsten lighting units and other exterior lighting equipment, particularly street lighting lanterns and associated lamps, and lamp auxiliary control gear. Delivery is scheduled for completion by the end of 1966.

The company has also contracted to supply flameproof fluorescent lighting fittings and other units for a new acetic acid plant in the USSR.



A steel column, 98 ft. 10 in. long and 6 ft. in diameter, weighing 26 tons is shown secured aboard the Blue Funnel's 7,172 gross ton vessel 'Tantalus' at Birkenhead prior to departure for Shanghai, where 'Tantalus' is scheduled to arrive on November 25. The column will be used in a polypropylene plant in the People's Republic of China, which is being supplied by Vickers Zimmer Ltd. of London.

BICC £500,000 orders for Iran

British Insulated Callender's Cables Ltd. have been awarded contracts worth more than £500,000 by the Teheran Regional Electricity Authority for the supply and supervision of installation of 63kV oil-filled cables and the supply of 2,600 kilometres of aluminium alloy and steel cored aluminium overhead conductors to reinforce Teheran's expanding electricity network.

'Mountaineers' for Indonesia

An order for two 17 ft. wheelbase Scammell Mountaineer prime movers for oilfield use has been received from Indonesia through Siditando-Europa NV. The units, powered by Leyland 0.680 diesel engines, will pull two Dyson 20-ton capacity straight frame semi-trailers which are 9 ft. wide and 28 ft. in length. A Darlington 70,000 lb. line pull capacity winch is fitted to the unit together with gin poles and a comprehensive range of oilfield equipment.

Pumps selling well

Bearing in mind the present economic situation and current effects, Lee, Howl & Co. Ltd., Tipton, claim to have more work on hand than at any time before. Five large contracts are being carried out for the supply of sewage pumping plant in New Zealand to the value of nearly £60,000. Substantial orders have been received for other types of pumping sets, including six large vertical triplex pumps for Burma to the value of £16,000, 257 engine driven pumping sets for Pakistan to the value of £75,000, and numerous other orders from Pakistan, Sudan, Iran, Iraq and Chile.

£160,000 Russian order completed

GWB Boilers Ltd., Dudley, have recently completed an order for 45 Powermaster oil-fired boilers for Russia, valued at over £160,000.

LAN-Chile orders HS 748s

LAN-Chile, the Chilean national airline, has signed a contract with Hawker Siddeley Aviation for eight Hawker Siddeley 748 aircraft. The aircraft, powered by two Rolls-Royce Dart engines, will have a 40-seat configuration and LAN-Chile will start operations on domestic routes with the 748 in July 1967.

Perkins orders from Saigon

Orders totalling more than £130,000 for diesel engines have been received from South Vietnam by the Perkins Engines Group, the world's largest manufacturer of diesels. All are for the well-proved Perkins six-cylinder 6.354 truck unit, which will be used to replace worn-out gasoline engines.

Amsterdam orders more parking meters

The Municipality of Amsterdam has placed its fourth order for parking meters with Venner Ltd., New Malden, Surrey. The order, worth more than £20,000, is for 1,000 units, which brings the Amsterdam total to some 2,200.

Diesels for Petróleos Mexicanos

Six diesel engines, ranging in power from 760 bhp to 282 bhp, have been ordered from W. H. Allen Sons & Co. Ltd., Bedford, by Petróleos Mexicanos, the Mexican oil enterprise. The order is for engines to drive Cooper-Bessemer reciprocating ammonia compressors at four ammonia storage terminals in Mexico.

Rolling mill plant in Norway

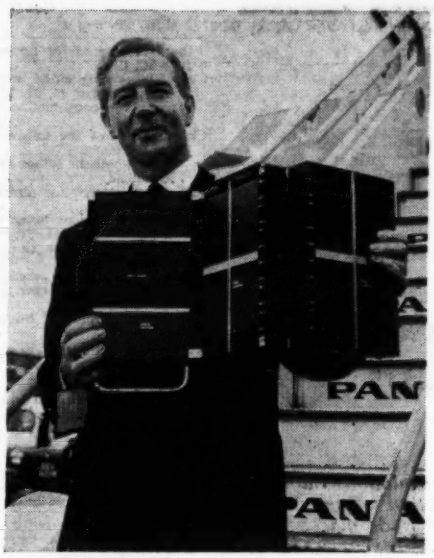
Davy and United Engineering Company Limited of Sheffield and Glasgow (a member of the Davy-Ashmore Group), have been appointed main contractors for the supply and installation of the cold rolling section of the aluminium plant now being established by A/S Alnor Aluminum Norway on the island of Karmoy. The order was received from The Wellman Engineering Corporation Limited, who are acting as agents for A/S Alnor. The value of the plant and services for which Davy-United have overall engineering responsibility is around £2 million.

Portuguese trawlers to fit AEI radar

Marine radar worth more than £22,000 is on order from AEI Electronics, Leicester, for 13 Portuguese fishing trawlers each of about 600 tons gross, operating from Lisbon. Recently the territorial waters have been extended to 12 miles and accurate position fixing, particularly on the Mauritania coast, is leading trawler owners to fit modern navigational equipment. Each Escort 651 radar will be complete with range marker unit and optical magnifier, and installation will be carried out over the next three months.

India orders more Leyland buses

New orders worth over £210,000 have been received from two State transport undertakings by Leyland Motors' vehicle producing associates in India, Ashok Leyland Ltd. of Madras. The orders are for the popular Leyland Comet single-decker. Kerala State Road Transport Corporation has placed a repeat order for a further 50 long-wheelbase models to add to its fleet of over 400 Leyland Comets. On average the Corporation's buses carry 400,000 passengers daily over 557 routes. Assam State Transport, which has 75 Leyland Comets and is extending its operations to cover Tripura State and Nagaland as well as Assam, has ordered a further 15 long-wheelbase Comets.



G. C. Fairbanks, a director of Elliott-Automation Limited, left London Airport for the United States with an exact replica of a miniature computer as hand luggage. After attending conferences in the States, Mr. Fairbanks is visiting Australia and New Zealand as a member of the Scientific Instrument Manufacturers' Association and the shoe-box-sized Elliott 920M computer, the microminiature version of what is claimed to be Britain's latest and most successful small computer, will be an important 'conversation piece' on the tour.

Compressors for Rumanian plant

Wallsend Slipway and Engineering Co. Ltd. have received the order for the compressors for a polyethylene plant which is to be built by Messrs. Simon-Carves Ltd., in Pitesti, Rumania. This follows recent orders for similar machines for installation in Turkey and Mexico and brings the total value of Wallsend Slipways' compressor orders this year up to £½ million.

£177,000 Zambia contract

The Mitchell Construction Company (Zambia) Limited, a member of The Mitchell Construction Kinnear Moodie Group Limited, Peterborough, has been awarded a £177,000 contract by the University Council of Zambia. The contract is for a main sewerage pipeline and sewerage pumphouse at the University of Lusaka. The contract began on October 1, 1966, and the estimated date of completion is September 1967.

Large resistor order from United States

Morganite Resistors Ltd., Jarrow, one of this year's winners of the Queen's Award to Industry, has just received a record order from the United States for 42 million carbon resistors worth approximately £120,000. The order, secured through the company's agents, Collins and Hyde Incorporated, of Palo Alto, California, is almost double the size of any previously obtained in the United States. Sales to the United States reached £260,000 last year and the company is confident of increasing the figure this year to over £400,000.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 1214 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

South and Central American tour

MR. B. H. MEARS, sales director of Mirrlees National Limited, a Hawker Siddeley company, of Stockport, left on November 1 for an extensive sales tour of South and Central America visiting Peru, Ecuador, Colombia, Venezuela, Guiana, Surinam, Curaçao and Mexico. The company have recently reorganized their overseas sales force and Mr. Mears will be meeting a number of new agents and representatives in their own territories as well as renewing old friendships with Mirrlees National users. At the same time Mr. Mears will follow up several very important inquiries which are currently in negotiation with the Stockport factory, and study future potential.

Six-nation fact-finding tour

MR. DAVID L. M. ROBERTSON, chairman of the BDH Group Ltd., left London recently at the start of a six-week tour of the Far East and Asian countries. Included on his itinerary are visits to Hong Kong, Singapore, India, Pakistan, and the Lebanon. The purpose of his tour, the first such mission since his appointment as chairman of the group in May, 1965, is to study BDH's share of the important Far East and Asian markets with a view to development. It is anticipated that Mr. Robertson will preside at the opening of a new £175,000 laboratory chemicals plant at Bombay during his visit to India in November.

Marketing consultant visits United States

MR. PETER BOULTON, marketing consultant to the Domestic Appliances Division of Whitecroft-Scovill Ltd., Lydney, left for Racine, Wisconsin, on November 1. The purpose of his visit is to study the highly successful marketing techniques of Scovill's Hamilton Beach Division (sales have tripled in two years to $50 million) and consider their application in relation to the United Kingdom Domestic Appliances Market.

'Holiday salesmen' fly to Scandinavia

MORE than 50 'salesmen' for the British tourist trade flew to Stockholm, Sweden, on October 31 for the first part of a three-stage 'British Holiday Workshop' organized by the British Travel Association, Britain's official tourist organization, in co-operation with British European Airways and British Rail.

The party will represent about 40 different travel interests – from large hotel groups to language schools – and nearly 60 leading travel agents from Sweden, Norway, Denmark and Finland will join them for two days of intensive business meetings at the Foresta Hotel.

Far East tour

MR. R. R. ORMAN, marketing manager of George Kent International Limited, recently returned to Luton following an eight week sales promotion tour of the Far East. On the way from the United Kingdom he visited Turkey to discuss specific Chemical Industry projects with industrialists and agents, after which he spent three weeks in China. On his return journey, he visited Hong Kong, where he held a series of business discussions, spent two weeks in Japan attending talks with major contractors in the heavy industries and, finally, visited India to discuss future projects.

Month in United States and Canada

A ONE MONTH tour of the United States and Canada is being undertaken by Mr. Peter Coleclough, marketing director of Howard Rotavator Company Limited, main Operative Company of the Rotary Hoes Group. He will visit distributors and attend the Annual Farm Equipment Wholesalers' Convention in Chicago where direct orders for machines are placed for early Spring shipment in the following year.

BTA chief in New York

L. J. LICKORISH, general manager of the British Travel Association, Britain's official tourist organization, left London on November 2 for a nine-day visit to North America. Mr. Lickorish will visit the Association's offices in New York and Toronto to study existing 'Come to Britain' promotion in the United States and Canada and discuss ways in which this work can be strengthened and improved. In New York he will address the European Travel Commission's conference on the future development of trans-atlantic air and sea travel.

Middle East sales tour

MR. JOHN FIRTH, export sales manager of Newman Industries Ltd., the Yate, Bristol, electric motor manufacturers, is on a two-week business boosting tour of the Middle East oil-producing territories. Mr. Firth will link up with his company's factory representatives in the Middle East, for visits to oil company interests in the Lebanon, Kuwait, Bahrain, Syria and Iran. With the company's export sales to the oil industry already up by 20 per cent over last year, the Middle East is now one of Newman's best overseas markets.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws:

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Goods to which sub-item 38.12.2 applies, not being goods containing beeswax or polyethylene glycol wax	38.12	Free
Temperature controlled water circulators of a kind designed for the maintenance of accurately controlled temperatures in industrial and laboratory installations. *Note:* Includes the heating and control of water jackets, water baths, tubular heat transfer systems, plastics injection moulds, etc.	84.17	Free
Devices of a kind used solely or principally for regulating, starting or controlling rotary web printing presses	85.19	Free

Period By-laws

The following goods will be admitted under By-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Synthetic organic pigment dyestuffs as specified, and preparations based thereon: C.I. pigment red 11, 31, 37, 44 and 45 that are entered for home consumption on or before December 31, 1966	32.05	Free
Synthetic organic pigment dyestuffs of the following classes, and preparations based thereon: Triarylmethane (other than C.I. pigment blue 24) Xanthene that are entered for home consumption on or before June 30, 1967	32.05	Free
Colour lakes as specified, and preparations based thereon: C.I. pigment red 11, 31, 37, 44 and 45 that are entered for home consumption on or before December 31, 1966	32.06	Free
Colour lakes of the following classes, and preparations based thereon: Triarylmethane (other than C.I. pigment blue 24) Xanthene that are entered for home consumption on or before June 30, 1967	32.06	Free
Pigment preparations based on the following pigments: C.I. pigments red 11, 31, 37, 44 and 45 that are entered for home consumption on or before December 31, 1966	32.09	Free
Pigment preparations based on the following pigments: Triarylmethane (other than C.I. pigment blue 24) Xanthene that are entered for home consumption on or before June 30, 1967	32.09	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Parts (other than parts for engines) falling within a tariff classification listed thereunder: paragraph 73.32.92, paragraph 84.61.92; sub-paragraph 73.32.939, paragraph 84.61.99; sub-paragraph 73.32.999, sub-item 84.63.9; sub-item 83.01.9, sub-item 85.23.1; paragraph 84.10.92, sub-item 87.05.9; paragraph 84.10.99, sub-paragraph 90.28.266; sub-paragraph 84.18.949, paragraph 94.01.11; paragraph 84.61.91, sub-item 94.04.2 for use in tractors of a kind falling within sub-item 87.01.9, under security	..	Free
Medicaments: Tylosin	30.03	Free
Bearings, roller, to which sub-item 84.62.9 applies	84.62	Free
Beads, insulating, porcelain or unglazed steatite, of sizes less than 0·75 inch diameter by 0·75 inch long overall measurement	85.25	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Vehicle components and parts therefor, that are: (a) for use as original components in the assembly or manufacture of vehicles, other than motor cars or derivatives of motor cars, to which sub-item 87.01.1, 87.02.108, 87.03.9 applies, under security; or (b) for use in such quantities and under such conditions as determined by the Minister as original equipment in the assembly or manufacture of motor cars or derivatives of motor cars to which sub-item 87.02.1 applies, under security as follows: Whether imported separately or otherwise, components, listed in the following table, and parts therefor: The Table: Rims, wheel, in size known as: 7·5 x 20; Wheels, road, of the disc type, in size known as: 7·5 x 20; but By-law entry still applies to these goods provided they are in direct transit to Australia on October 6, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on October 6, 1966, and are entered for home consumption on or before November 4, 1966	Various	Various
Vehicle parts, of a kind used in vehicles of a kind to which sub-item 87.01.1, 87.02.1 or 87.03.9 applies, for use otherwise than as original components in vehicles of a kind to which sub-item 87.01.1, 87.02.1 or 87.03.9 applies, as follows: Parts to which paragraph 87.06.99 applies, as follows: When imported separately or otherwise: Rims, wheel, in size known as: 7·5 x 20; Wheels, road, of the disc type, in size known as: 7·5 x 20; but By-law entry still applies to these goods provided they are in direct transit to Australia on October 6, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on October 6, 1966, and are entered for home consumption on or before November 4, 1966	Various	Various
Valves: (a) to which sub-item 84.61.9 applies	84.61.910	27½%
(b) that are of a kind designed for the automatic control of temperature, humidity, pressure, vacuum or rate of flow; and	84.61.920	30%
(c) that are not valves of the on-off kind	84.61.990	27½%

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on October 21, 1966. Deletions from and additions to the Customs Tariff are shown by square brackets and *italics* respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:				
20.02.4	Gherkins packed in liquid *or in air-tight containers:*				
20.02.5	Vegetables packed in liquid and not falling within sub-items 20.02.1 to 20.02.4 (inclusive):				
20.02.5	*Vegetables packed in liquid or in air-tight containers and not being vegetables falling within sub-items* 20.02.1 *to* 20.02.4 *(inclusive):*				
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:				
22.05.3	Containing more than 35% of proof spirit and not more than 40% of proof spirit, being goods not falling within sub-item 22.05.1:				
22.05.310	In packs not exceeding 1 gallon	An amount per gal. equal to the sum of $1·20 and the product of $0.10 and the number representing the difference in percentage between the percentage of proof spirit in the goods and 35%	An amount per gal. equal to the sum of $0·90 and the product of $0·075 and the number representing the difference in percentage between the percentage of proof spirit in the goods and 35%	$1·20 per gal., and $0·01 per gal. for each 0·1% of proof spirit in excess of 35% proof spirit	$0·90 per gal., and $0·0075 per gal. for each 0·1% of proof spirit in excess of 35% proof spirit
22.05.390	Other	An amount per gal. equal to the sum of $1·80 and the product of $0·10 and the number representing the difference in percentage between the percentage of proof spirit in the goods and 35%	An amount per gal. equal to the sum of $1·65 and the product of $0·075 and the number representing the difference in percentage between the percentage of proof spirit in the goods and 35%	$1·80 per gal., and $0·01 per gal. for each 0·1% of proof spirit in excess of 35% proof spirit	$1·65 per gal., and $0·0075 per gal. for each 0·1% of proof spirit in excess of 35% proof spirit
29.11	Aldehydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen-function aldehydes:				
29.11.200	[Vanillin; ethylvanillin; butyraldehyde	40% Primage 10%	22½% Primage 5%	25% (Under new item 29.11.200)	15%
29.11.300	Of a kind used for flavouring, not being goods falling within sub-item 29.11.2]	40% Primage 10%	22½% Primage 5%	40% (Under new item 29.11.300)	22½%
29.11.200	*Vanillin; ethylvanillin*	40% Primage 10%	22½% Primage 5%	25%	15%
29.11.300	*Of a kind used for flavouring, not being goods falling within sub-item* 29.11.2; *butyraldehyde*	40% Primage 10%	22½% Primage 5%	40%	22½%
		(Under former item 29.11.200)		(Under former items 29.11.200; 300)	
34.06.000	Candles, tapers, night-lights and the like	$0·021 per lb. Primage 10%	$0·009 per lb. Primage 5%	$0·075 per lb.	$0·05 per lb.
	After note 4 *to Chapter* 39 *insert the following note:* 5. *In sub-paragraph* 39.02.412, *'coverings akin to wall paper' means paper backed material of a kind suitable for wall decoration, put up in rolls of a width not exceeding* 60 *centimetres, being material that has:* (*a*) *adhesive applied to the paper backing; or* (*b*) *margins, with or without guide marks, running the length of the material.*				
39.02	Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
39.02.4	Plates, sheets, strip, film, roll film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut therefrom but not further worked:				
39.02.41	Floor and wall coverings:				
39.02.412	*New sub-paragraph* *Coverings akin to wallpaper*	35% (Under former item 39.02.419)	25%	7½%	Free
44.16.000	Cellular wood panels, whether or not faced with base metal	40%	20%	40%	30%
44.18.000	Reconstituted wood, being wood shavings, wood chips, sawdust, wood flour or other ligneous waste agglomerated with natural or artificial resins or other organic binding substances, in sheets, blocks or the like	40%	20%	40%	30%
48.09	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders:				
48.09.100	Hardboards	40%	20%	40%	30%
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:				
64.01.1	[Goloshes:				
64.01.110	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	12½%, and $0·55 per pair	$0·55 per pair	No change (Under new item 64.01.210)	
64.01.190	Other	12½%, and $0·35 per pair	$0·35 per pair	No change (Under new item 64.01.290)	
64.01.2	Waterproof rubber, other than goloshes:				
64.01.210	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	17½%, and $0·55 per pair	$0·55 per pair	45%, or, if higher, 12½%, and $0·55 per pair (Under new item 64.01.910)	25%, or, if higher, $0·55 per pair
64.01.290	Other	17½%, and $0·35 per pair	$0·35 per pair	45%, or, if higher, 12½%, and $0·35 per pair (Under new item 64.01.990)	25%, or, if higher, $0·35 per pair
64.01.300	Thong sandals	25%, and $0·30 per pair	5%, and $0·30 per pair	45%, or, if higher, $0·25 per pair (Under new item 64.01.110)	25%, or, if higher, $0·20 per pair
64.01.400	Waterproof and of a kind used solely or principally in conjunction with diving dress	7½%	Free	No change (Under new item 64.01.190)	
64.01.9	Other:				
64.01.910	In sizes not exceeding size 1 in the second series of footwear sizes or the equivalent	25%, and $0·60 per pair	10%, and $0·60 per pair	45%, or, if higher, 12½%, and $0·35 per pair (Under new item 64.01.990)	25%, or, if higher, $0·35 per pair

(*Continued on page* 1225)

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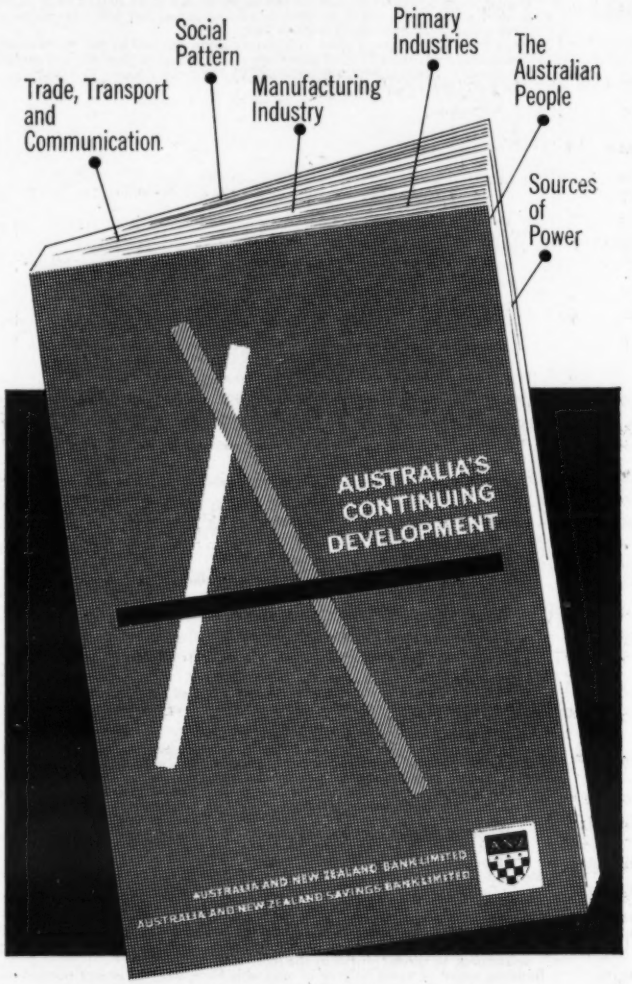

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AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
64.01.920	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent and designed exclusively for female wear	25%, and $0·75 per pair	10%, and $0·75 per pair	45%, or, if higher, 12½%, and $0·55 per pair	25%, or, if higher, $0·55 per pair
				(Under new item 64.01.910)	
64.01.990	Other]	40%, and $1·25 per pair	20%, and $1·25 per pair	45%, or, if higher, 12½%, and $0·55 per pair	25%, or, if higher, $0·55 per pair
				(Under new item 64.01.910)	
64.01.1	*Thong sandals; footwear of expanded rubber and of a kind used solely or principally in conjunction with diving dress:*				
64.01.110	*Thong sandals*	25%, and $0·30 per pair	5%, and $0·30 per pair	45%, or, if higher, $0·25 per pair	25%, or, if higher, $0·20 per pair
		(Under former item 64.01.300)		7½%	Free
64.01.190	*Other*	No change			
		(Under former item 64.01.400)			
64.01.2	*Goloshes:*				
64.01.210	*In sizes exceeding size 1 in the second series of footwear sizes or the equivalent*	No change		12½%, and $0·55 per pair	$0·55 per pair
		(Under former item 64.01.110)			
64.01.290	*Other*	No change		12½%, and $0·35 per pair	$0·35 per pair
		(Under former item 64.01.190)			
64.01.9	*Other:*				
64.01.910	*In sizes exceeding size 1 in the second series of footwear sizes or the equivalent*	Various		45%, or, if higher, 12½%, and $0·55 per pair	25%, or, if higher, $0·55 per pair
		(Under former items 64.01.210; 920; 990)			
64.01.990	*Other*	17½%, and $0·35 per pair	$0·35 per pair	45%, or, if higher 12½%, and $0·35 per pair	25%, or, if higher $0·35 per pair
		(Under former item 64.01.290)			
		25%, and $0·60 per pair	10%, and $0·60 per pair		
		(Under former item 64.01.910)			
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within item 64.01) with outer soles of rubber or artificial plastic material:				
64.02.1	[Sand boots and shoes:				
64.02.110	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	12½%, and $0·55 per pair	$0·55 per pair	No change	
				(Under new item 64.02.210)	
64.02.190	Other	12½%, and $0·35 per pair	$0·35 per pair	No change	
				(Under new item 64.02.290)	
64.02.2	With outer soles of leather (other than those of composition leather or those that turn upwards to form the whole or a part of the upper) attached in any manner to leather uppers, whether or not the uppers consist simply of bands, thongs, straps or the like:				
64.02.210	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent and not designed exclusively for female wear	45%	25%	No change	
				(Under new item 64.02.400)	
				7½%	Free
				(Under new item 64.02.100)	
64.02.290	Other	40%	25%	No change	
				(Under new item 64.02.300)	
64.02.9	Other:				
64.02.910	In sizes not exceeding size 1 in the second series of footwear sizes or the equivalent	25%, and $0·60 per pair	10%, and $0·60 per pair	45%, or, if higher, 12½%, and $0·35 per pair	25%, or, if higher, $0·35 per pair
				(Under new item 64.02.990)	
64.02.920	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent and designed exclusively for female wear	25%, and $0·75 per pair	10%, and $0·75 per pair	45%, or, if higher, 12½%, and $0·55 per pair	25%, or, if higher, $0·55 per pair
64.02.990	Other]	40%, and $1·25 per pair	20%, and $1·25 per pair		
				(Under new item 64.02.910)	
64.02.100	*Ski boots*	45%	25%	7½%	Free
		(Under former item 64.02.210)			
64.02.2	*Sand boots and shoes:*				
64.02.210	*In sizes exceeding size 1 in the second series of footwear sizes or the equivalent*	No change		12½%, and $0·55 per pair	$0·55 per pair
		(Under former item 64.02.110)			
64.02.290	*Other*	No change		12½%, and $0·35 per pair	$0·35 per pair
		(Under former item 64.02.190)			
64.02.300	*In sizes not exceeding size 1 in the second series of footwear sizes or the equivalent, or in styles designed exclusively for female wear and in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, being footwear having outer soles and uppers of leather*	No change		40%	25%
		(Under former item 64.02.290)			
64.02.400	*With uppers of leather, not being goods falling within a preceding sub-item in this item*	No change		45%	25%
		(Under former item 64.02.210)			
64.02.9	*Other:*				
64.02.910	*In sizes exceeding size 1 in the second series of footwear sizes or the equivalent*	25%, and $0·75 per pair	10%, and $0·75 per pair	45%, or, if higher, 12½%, and $0·55 per pair	25%, or, if higher, $0·55 per pair
		(Under former item 64.02.920)			
		40%, and $1·25 per pair	20%, and $1·25 per pair		
		(Under former item 64.02.990)			
64.02.990	*Other*	25%, and $0·60 per pair	10%, and $0·60 per pair	45%, or, if higher, 12½%, and $0·35 per pair	25%, or, if higher, $0·35 per pair
		(Under former item 64.02.910)			
64.03.000	Footwear with outer soles of wood or cork	25%, and $0·75 per pair	10%, and $0·75 per pair	45%	25%
64.04.000	Footwear with outer soles of other materials	25%, and $0·75 per pair	10%, and $0·75 per pair	45%	25%
64.05	Parts for footwear (including uppers, in-soles and screw-on heels) of any material other than metal:				
64.05.1	Outer soles and thongs, of rubber or artificial plastic material or combinations thereof, of a kind suitable for use in thong sandals:				
64.05.110	Thongs	25%, and $0·05 each	5%, and $0·05 each	45%, or, if higher, $0·04 each	25%, or, if higher, $0·04 each, less 20%
64.05.120	Soles	25%, and $0·10 each	5%, and $0·10 each	45%, or, if higher, $0·08 each	25%, or, if higher, $0·08 each, less 20%
64.05.200	[Heels, in-soles and other outer soles, wholly, or in chief part by weight, of rubber	40%	12½%	45%	25%
				(Under new item 64.05.900)	
64.05.300	Uppers and tops; other soles	45%	25%	No change	
				(Under new item 64.05.900)	
64.05.9	Other:				
64.05.910	Wholly, or in chief part by weight, of leather	40%	17½%	45%	25%
64.05.920	Wholly, or in chief part by weight, of rubber	40%	12½%	(Under new item 64.05.900)	
64.05.990	Other]	45%	25%	No change	
				(Under new item 64.05.900)	

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
64.05.900	*Other*	No change (Under former items 64.05.300; 990) 40% (Under former items 64.05.200; 920) 40% (Under former item 64.05.910)	12½% 17½%	45%	25%
90.17	Medical, dental, surgical and veterinary instruments and appliances (including electro-medical apparatus and ophthalmic instruments):				
90.17.5	Elastic gum woven catheters; incubators for babies; kymographs; vibratory massagers, *as prescribed by by-law:*				
90.17.530	Kymographs; vibratory massagers, *as prescribed by by-law*	7½%	Free	No change	
90.17.9	*Other:*				
New paragraph					
90.17.920	*Vibratory massagers*	7½% (Under former item 90.17.530)	Free	32½%	20%
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):				
98.18.100	Vibratory massagers for working in the hand with self-contained electric motor, *as prescribed by by-law*	7½%	Free	No change	
90.18.900	[Other]	55%	27½%	No change (Under new item 90.18.990)	
90.18.9	*Other:*				
90.18.910	*Vibratory massagers for working in the hand with self-contained electric motor*	7½% (Under former item 90.18.100)	Free	32½%	20%
90.18.990	*Other*	No change (Under former item 90.18.900)		55%	27½%

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Import licensing schedule

A SUMMARY OF the New Zealand 1966/67 Import Licensing Schedule was published in the *Board of Trade Journal* on April 1, 1966, page 762. The New Zealand Customs Department has now announced amendments to this Schedule. These amendments are available for inspection at Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). The main changes are as follows:

(1) Item code 65.17. Lightweight woollen piece-goods weighing not more than 5¼ oz. per square yard. Following a report of the Tariff and Development Board, it has been decided that these goods will be exempt from the requirements of a licence.
(2) Item code 65.16. Woollen piece-goods weighing more than 5¼ oz. per square yard. The basic allocation has been increased from 66⅔ per cent 1965/66 licences to 90 per cent of imports of the same goods under 1965/66 licences.

Revocation of some tariff concessions on articles and materials

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from November 1, 1966, as follows:

Printers', stationers' and bookbinders':
- Cores, wooden, for adding machine and similar paper rolls, declared by a manufacturer for use by him only in making paper rolls.
- Paper:
  - Paper of approved qualities, in rolls not exceeding 10 inches in width, self-adhesive, on declaration by a printer for use by him only in making self-adhesive labels.
  - Paper, printed with an all-over pattern, declared by a bookbinder for use by him only for bookbinding.
  - Waxing paper of approved qualities, declared by a manufacturer for use by him only in making waxed paper.

Quilts:
- The undermentioned goods when declared by a manufacturer for use by him in making quilts:
  - Quilted piece-goods, being backed and embroidered textiles.

Resins:
- Fatty acids, on declaration by a manufacturer for use by him only in making synthetic resins.
- Thickening preparations for synthetic resin emulsions:
  - Examples: Texigel SPA5; PS258.

Sporting requisites:
- Golf club heads, wooden, rough turned but not further manufactured.
- Shafts of approved descriptions, also caps and ferrules of celluloid and similar material for such shafts, declared by a manufacturer (a) that they will be used by him only in making golf clubs, and (b) that in making such clubs the heads therefor will be fully manufactured in New Zealand or will be made from wooden shapes, rough turned but not further manufactured, or steel in the form of rough forgings or rough castings unworked.
  - *Note:* The importer of the shafts need not be the manufacturer of the heads. He must, however, use heads which have been manufactured in New Zealand in accordance with the conditions set out in the decision.
  - Approved:
    - Shafts of steel whether in the black, polished, plated, coated with casein, or otherwise surfaced, but without attachments of any kind.
- Willow clefts or billets, being pieces of willow split from the log in lengths, each sufficient to make one cricket bat.

Stoves and ranges:
- Domes, glass, for spinners of imitation coal fire electric radiators.
- Radiants, earthenware, being 'fuel' for gas fires.
- The following materials declared by a manufacturer for use by him only in making (not repairing) articles in New Zealand:
  - Cocks, griller.
  - Cocks, jet, being a combination of low pressure metal cocks and adjustable jets, for gas cookers.
  - Jets, burner, for gas cooking and heating appliances, including those which burn vaporised oil such as kerosene.
  - Lampholders, of refractory materials, for B.C. or E.S. base oven lamps.
  - Minute timers, clockwork operated.
  - Rails, tap, fitted with taps or jet cocks, for gas cookers.
  - Resistor supports of fireclay or other refractory material, formed by moulding or baking, suited for making open type electric elements, for electric stoves and ranges only.
  - Stampings, iron, in the black, plain or punched, but not otherwise worked, for making cookers or ranges.
  - Valves or cocks (including air injectors) of brass or other copper alloy, for gas heated radiators.

Tamarinds.

Tanners', curriers' and fellmongers' materials:
- A.S.A. Leather Treating compound declared by a manufacturer for use by him only as an ingredient in tanning leather.
- Egolin, a substitute for natural egg yolk in the fat liquoring process of tanning leather.
- Ionex, on declaration by a manufacturer for use by him only as an ingredient in tanning leather.
- Lissatan A, AC and CH.

Tarpaulins, tents and sails:
- Twines, 2-16 ply, of approved qualities, for making tarpaulins and sails.

Teeth, artificial:
- Porcelain powders declared by a manufacturer for use by him only in making artificial teeth.

Tetraethylene pentamine.

Texel cord.

Textile making:
- Irgatex D40 mothproofing agent.
- Monite mothproofing agent.
- Thioglycollic acid and ammonium thioglycollate, declared by a manufacturer for use by him only for making crease resistant preparations for textiles.
- Tufts or knops of coloured wool for incorporating in tweed materials to give a flecked effect.
- Yarns of silk, artificial silk, or mixtures of silk and artificial silk, as approved, declared by a manufacturer for use by him only in making woollen piece-goods.
  - Approved:
    - Yarns which have been processed in Australia but which do not qualify for admission as the produce or manufacture of that country (the concession does not extend to yarns manufactured in foreign countries).

Thanite (secondary terpene alcohol thiocyanyl acetate).

Timers, non electric specially suited for restricting the time of flight of model aeroplanes.

Tinsmiths' materials:
- Balls, copper, in halves, for making ball valves for cisterns.
- Balls, valve, of rubber and metal, for cisterns.
- Bodies and other parts of metal (other than aluminium) stamped or spun, including necks and shoulders, for making buckets, kettles, tea and coffee pots, billies and similar hollow-ware (not including (a) milk or cream cans of heavy factory types or (b) tin canisters and similar tin containers for packing goods), not wired or curled, and whether plain, pierced, or punched; also all stamped or spun tinners' fittings of metal (other than aluminium and excluding stamped bodies, necks, rings, bungs, tops and bottoms, for making tin canisters and similar tin containers for packing goods), plain, pierced or punched, but except in approved cases, not wired or curled. (Bodies which are completed in New Zealand merely by having an imported handle riveted thereto, are not regarded as embraced by the above decision).
- Dees and triangles, tinned or galvanised, for billy lids.
- Dees, tinned, having wings or lugs attached.
- Filters or strainers for incorporating in pourers of motor spirit storage cans.
- Handles and clips, metal, for cheese hoops.
- Handles and ears for completing articles made in New Zealand. (Handles and ears which are intended for attachment in New Zealand to imported bodies or blades merely by riveting, are not regarded as embraced by the above decision).
- Handles, bone, fibre, wood and other non-heat-conducting materials, for teapots, hot water jugs, and similar articles.
- Handles, brass, for kettles.
- Hinges for teapots or coffee pots.
- Knobs, metal, for completing ash pans made in New Zealand.
- Knobs, other than knobs composed of casein, synthetic resin, and similar moulded materials, for kettles, teapots, coffee pots and urns.
- Labels, stamped sheet brass, for attaching to hollow-ware made in New Zealand.
- Roses:
  - Tops and bottoms, metal, stamped and perforated, but not plated or otherwise worked, for making watering can and shower bath roses.
  - Watering can roses in which the perforated portions and the bases are threaded for screwing together instead of being soldered.
- Sieves, loose, of brass gauze and tin, for making milk strainers.
- Spouts, metal or plastic, for oil cans.
- Spouts, metal, teapot, coffee pot, kettle, and similar.
- Studs, brass, for making ball valves for cisterns.
- Tin openers, being small metal stampings for permanent attachment to tins to enable them to be opened.
- Tops and bottoms, stamped with breathing valves incorporated therein, for making cheese containers.

(Continued on next page)

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NEW ZEALAND, *continued*

Tops, sprinkler; for tins.
Valves specially suited for use on containers for liquid-gas mixtures (aerosols).
Tyres, rubber:
Pasteboard, impregnated with a combustible substance, declared by a manufacturer for use by him only in the manufacture of tyre repair outfits.
Tobacco, cigars, and cigarettes:
Cigarette tipping material, all kinds.
Paper, tissue, of approved qualities, declared by a manufacturer for use by him only in packing tobacco, cigars, or cigarettes, in a bonded tobacco factory.
Ribbon, cigar, printed, for cutting into lengths not exceeding 24 inches.
Ribbons, unprinted, cut into lengths not exceeding 21 inches for cigar packing.
Tobacco pipes and cigarette holders:
Mouthpieces, vulcanite, in the rough, declared by a manufacturer for use by him only in making cigarette holders which will otherwise by made from raw materials produced in New Zealand.
Mouthpieces, vulcanite, in the rough, declared by a manufacturer for use by him only in making (not repairing) tobacco pipes.
Tobacco puches, rubber linings for.
Tools:
Ferrules, brass, specially suited for making tools.
Ferrules, oval steel, for making slashers and hedge knives.
Steel blanks for making saws.
Toys:
Clockwork mechanisms suited only for making clockwork toys.
Hair, imitation, waved, for making or repairing dolls.
Stampings, including printed or lithographed stampings, not built up, suited only for making clockwork toys.
Trigamine.
Trimethyl borate-methanol (70-30) mixture.
Trosilin acid.
Tubes, collapsible:
Applicators for use with collapsible tubes.
Clips for closing collapsible tubes.
Keys for collapsible tubes.
Tubes of resin impregnated paper on declaration by a manufacturer for use by him only as cores in the manufacture of rolls for adding machines, cash registers, teleprinters, and similar machines.
Tubing, low finned, declared by a manufacturer for use by him solely in the manufacture of heat exchangers.
Twine:
Tragon and Tragon B for use in making a filling and polish for cordage and twines.
Upholstery:
Bindings, leathercloth.
Cordage declared by a manufacturer for use by him only in making mattress handles.
Cord, paper, declared for use in making upholstery.
Crown padding being padding of waste material backed with paper.
Flexolater pads, being pads made from paper cord and wire for use in the manufacture of inner spring mattresses.
Handles (including handles which incorporate ventilators), and parts for the manufacture thereof, for use on mattresses.
Pipings (but not piping cords) of any material.
Roll edgings formed from paper or waste material uncovered or covered with textile.
Twines 2-16 ply of approved qualities, for making upholstery.
Approved:
Belfast Rope Co.:
Flax mattress twine No. 306.
Italian mattress twine No. 306.
Bentley, E. & Sons:
Flax polished twine No. 306.
Buncle, Thos. A., Ltd.:
Flax mattress twines Nos. 306, 308, 406.
Downs and Son Pty. Ltd.:
Cotton mattress twines 5-, 6-, and 7- ply.
Polished upholsterers' twine 5-ply No. 580.
Gourock Rope Co.:
Upholsterers' twines Nos. 306, 308, 406, 408.
Kinnear, G. and Sons Pty. Ltd.:
Emu brand 3-, 4-, and 5- ply mattress twine.
Walker, G. and Co. Ltd.:
14 Lea flax twine.
22 Lea 5 ply flax twine.
Ventilators for mattresses, cushions, and other upholstery.
Valves, taps and cocks:
Balls, non ferrous metal, for use in making valves, taps and similar articles.
Domes or covers, inner bodies, loose valves, and star or capstan heads, of brass, in the rough, declared by a manufacturer for use by him only in making taps, cocks or similar articles, which otherwise will be wholly made by him.
Mouldings, plastic, declared by a manufacturer for use by him only in making taps.
Tablets marked 'hot 'and 'cold', used in making water taps.
Washers, vulcanised rubber, declared by a manufacturer for use by him only in making (not repairing) taps and similar articles.
Wheels, hand, vulcanite, for radiator valves, declared by a manufacturer for use by him in making (not repairing) valves.
Vanillin Supplement 25E when declared by a manufacturer for use by him only in making flavouring essences.

Details of the items concerned, together with the substantive tariff in force from November 1, 1966, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7.*

Temporary imports of machines for demonstration and subsequent sales

THE NEW ZEALAND Customs Department has decided to consider applications for the importation of certain goods on a temporary basis for demonstration purposes even though it is the importer's declared intention to subsequently seek an import licence for permanent entry if he can obtain a purchaser for the goods.

This concession will generally apply only to machines or machinery for which licences are issued under normal policy, where the prospective importer is the sole New Zealand agent and he does not have a basic entitlement for the goods concerned. It will not apply to 'D' items, which are goods for which import licences will be considered only in the most exceptional circumstances.

Consideration will be given to one item only, e.g. one machine notwithstanding that it may have several variants or models, and only one application will be authorized in each licensing period unless a machine imported earlier on a temporary basis has been permitted to remain permanently. This applies even if the machine was imported in the preceding period, i.e., the commencement of a new import licensing period does not mean that a new temporary import licence will be issued if a temporary import licence from the previous period is still outstanding.

The temporary period of importation of 12 months will not be extended in any circumstances, and no assurance can be given at the time of temporary importation that a permanent licence will be granted.

CANADA

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT have issued Order in Council PC 1966-2021 dated October 27, 1966, making certain changes in the Canadian Customs Tariff, effective on November 1, 1966, which are listed below. Additions to the tariff are shown in italics and deletions indicated by square brackets.

Order in Council PC 1966-1157 dated June 23, 1966 (*Board of Trade Journal* dated July 15, 1966) in so far as it applies to tariff items 43887-1, 56130-1 and 56260-1, is revoked.

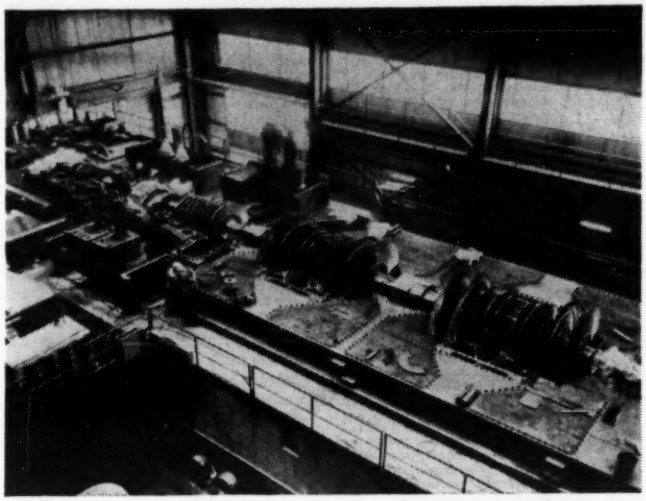
SCHEDULE A

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
706-1	Meats, fresh, n.o.p.: Bones, defleshed, for use in the manufacture of soup . . . . per pound (Expires October 31, 1968)	Free	Free	8 cts.
3945-1	Potato starch milk for use in the manufacture of chlorinated potato starch . . . (Expires October 31, 1967)	10%	10%	25%
14210-1	Converted tobacco leaf for use in the manufacture of cigar binders . . . per pound (Expires October 31, 1968)	75 cts.	75 cts.	$1·05
15805-1	Methyl alcohol for use exclusively in the manufacture of formaldehyde, subject to the provisions of the Excise Act, and regulations thereunder . . . . (Expires October 31, 1967)	Free	Free	Free
18740-1	Positive colour duplicating film, *thirty-five millimetres and forty-six millimetres in width,* for use in [reproduction of] *duplicating* colour slides entitled to entry under tariff item 69615-1 . . . . . (Expires October 31, 1967)	Free	Free	30%
18810-1	Plain basic photographic paper, baryta coated, for use exclusively in manufacturing albumenized or sensitized photographic paper . . . . . (Expires June 30, 1967)	Free	Free	10%
19250-1	Asphalt impregnated paper felt, in rolls not less than twelve feet in width, for use in the manufacture of floor coverings . . (Expires October 31, 1968)	5%	10%	35%
19820-1	Dry electrically sensitive paper and wax coated paper, in rolls or sheets, for use in the manufacture of recording charts . . (Expires October 31, 1968)	Free	7½%	35%
20215-1	Woven fabrics, open mesh, wholly or in chief part by weight of paper, with or without paper strips attached thereto, for use in the manufacture of fruit and vegetable bags . (Expires October 31, 1968)	Free	Free	35%
20853-1	Urethane and methyl pentanal for use in the manufacture of meprobamate . . . (Expires October 31, 1967)	Free	Free	25%

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
21625-1	Monocalcium citrate in a water slurry for use in the manufacture of citric acid and salts thereof (Expires October 31, 1967)	Free	Free	25%
22030-1	Askarels (non-flammable liquids) for use in the manufacture of electrical apparatus (Expires October 31, 1967)	Free	5%	25%
27215-1	Residual oils of petroleum origin, for use in the manufacture of carbon black per gallon (Expires October 31, 1967)	Free	Free	1 ct.
29655-1	Pyrophyllite, for use in Canadian manufactures (Expires October 31, 1968)	Free	Free	25%
29660-1	Dead-burned mangesite containing not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick (Expires October 31, 1967)	7½%	7½%	30%
31905-1	Plate glass and float glass, not more than five-thirty seconds of an inch in thickness, for use in the manufacture of laminated safety glass (Expires June 30, 1967)	Free	Free	15%
32663-1	Beads, drops or other shapes of synthetic resins, for use in the manufacture of imitation pearls (Expires October 31, 1967)	Free	Free	30%
34710-1	Tungsten rod and tungsten wire for use in Canadian manufactures (Expires October 31, 1967)	Free	Free	25%
34835-1	Electrolytic copper powder, electrolytic iron powder, for use in Canadian manufactures (Expires October 31, 1967)	Free	Free	10%
35240-1	Moulded shuttle blanks, not further manufactured than moulded, with or without metal tips, for use in the manufacture of shuttles. (Expires October 31, 1967)	10%	10%	30%
38225-1	Sheet or strip, of iron or steel, hot- or cold-rolled, not more than 0·025 of an inch in thickness, containing not less than 2·90% of silicon, coated or not, for use in the manufacture of electrical apparatus or parts of electrical apparatus. (Expires October 31, 1967)	Free	Free	12½%
38240-1	Stainless steel plate or sheet in coils, hot-rolled from ingots, blooms or slabs of Canadian origin, when imported by the manufacturer of the said ingots, blooms or slabs for cold-rolling in Canada (Expires October 31, 1967)	Free	Free	20%
38245-1	Sheet of iron or steel, coated or not, corrugated and notched, for use in the manufacture of elements for air preheaters (Expires January 31, 1967)	Free	12½%	35%
39810-1	Hot-rolled or extruded [steel] hollows *of stainless steel or of A.I.S.I.* 52100 *chromium alloy steel for* use in the manufacture of cold-reduced or cold-drawn seamless steel tubes (Expires October 31, 1967)	Free	Free	30%
40240-1	Wire of iron or steel, uncoated, curved or not incoils, not more than 0·144 inch and not less than 0·080 inch in diameter, with tolerance not to exceed 0·004 inch, for use in the manufacture of woven or welded wire fencing (Expires October 31, 1967)	7½%	7½%	20%
41510-1	Hermetic compressor glass insulated terminals for use in the manufacture of refrigerator compressors (Expires October 31, 1967)	Free	Free	35%
41527-1	Arm and bed, horizontal and upright arm shafts, rotating and oscillating hook assemblies and drive shafts, zig-zag mechanism assemblies, and parts thereof, for use in the manufacture of sewing machines heads (Expires October 31, 1968)	Free	*Free* [5%]	25%
42845-1	Gasoline internal combustion engines with a displacement of more than 500 cubic inches and air-cooled gasoline internal combustion engines with a displacement of less than			

(*Continued on next page*)

STEAM TURBINE FOR CANADA



Construction is well advanced at Wabamun power station Alberta, on a 300 Megawatt steam turbine supplied by Associated Electrical Industries Ltd., Manchester, to the order of the Montreal Engineering Company, on behalf of Calgary Power Ltd. This is the fourth machine, nearly doubling the capacity of the station. The other three machines consisting of one 150MW and two 66MW sets, were also supplied by AEI.

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CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
	200 cubic inches, for use in the manufacture of snowblowers (Expires October 31, 1967)	2½%	7½%	30%
43851-1	Brass or bronze sheet or strip, 0·080 inch or less in thickness, not more than six and one-half inches in width, for use in the manufacture of split-type bushings for motor vehicles (Expires October 31, 1968)	Free	Free	30%
43890-1	Stainless steel strip, cold-rolled, not less than 0·018 inch nor more than 0·030 inch in thickness with tolerance not to exceed 0·00075 inch, not less than 0·105 inch nor more than 0·182 inch in width with tolerance not to exceed 0·0025 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1967)	Free	Free	25%
43891-1	Wire of iron or steel, drawn flat or cold-rolled flat after drawing, not less than 0·010 inch nor more than 0·031 inch in thickness with tolerance not to exceed 0·001 inch, not less than 0·042 inch nor more than 0·270 inch in width with tolerance not to exceed 0·004 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1967)	Free	Free	20%
44558-1	Parts for use in the manufacture of submersible electric motors (Expires October 31, 1967)	Free	7½%	30%
44652-1	Stainless steel bottom domes and top domes, whether or not composed in part of rubber, with or without lock ring attached, punched or not, for use in the manufacture of soft drink syrup containers (Expires October 31, 1968)	Free	5%	35%
45505-1	Parts for use in the manufacture of locks specified in tariff item 45500-1 (Expires October 31, 1968)	5%	5%	35%
50525-1	Cedar lumber, not further manufactured than planed on two sides, for use in the manufacture of lead pencils (Expires October 31, 1968)	Free	Free	25%
50620-1	Wooden staves, not more than thirty-six inches in length, and wooden heading, not more than thirty-six inches in diameter, finished or unfinished, for use in the manufacture of slack barrels or kegs (Expires October 31, 1968)	7½%	10%	25%
51112-1	Laminated ski blanks, not further manufactured than matched, for use in the manufacture of skis (Expires October 31, 1967)	15%	20%	30%
54220-1	Woven fabrics wholly of sisal fibre for use in the manufacture of buffing wheels (Expires October 31, 1968)	5%	10%	30%
59000-1	Naphtha, high flash, for use in Canadian manufactures per gallon (Expires October 31, 1967)	¼ ct.	¼ ct.	1 ct.
61655-1	Rubber, partially compounded, for use in the manufacture of liquid compounds for sealing cans or jars (Expires October 31, 1968)	Free	Free	27½%
66010-1	Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates (Expires October 31, 1967)	10%	10%	30%
85700-1	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs (Expires October 31, 1967)	Free	Free	25%
86500-1	Higher fatty alcohols, unsulphated, for use in the manufacture of synthetic detergents (Expires October 31, 1967)	Free	Free	25%
87510-1	Antibiotics, crude, and antibiotic intermediates, structurally based on 6 aminopenicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a kind not produced in Canada, for use in the manufacture of antibiotics (Expires October 31, 1967)	Free	Free	25%
90405-1	Compounds, n.o.p., consisting in chief part of synthetic resins, for use in the manufacture of chewing gum (Expires October 31, 1967)	5%	5%	25%
92400-1	Aerosol valve assemblies and parts thereof for use in Canadian manufactures (Expires October 31, 1967)	Free	Free	30%
92405-1	Bars, rods and profile shapes of uniform cross-section of cellulose plastic, except cellulose nitrate, when imported in lengths for use in the manufacture of hand tools (Expires October 31, 1967)	10%	10%	25%
92410-1	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery (Expires October 31, 1967)	7½%	7½%	30%

SCHEDULE B

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
19830-1	*Electro-conductive paper, to be further coated in Canada, for use in the manufacture of liquid toner electrostatic copy paper* (Expires June 30, 1967)	7½%	12½%	35%
38255-1	*Sheet of iron or steel made to specification S.A.E.* 6140, *hot-rolled, for use in the manufacture of telephone wire drawing reels* (Expires October 31, 1967)	Free	Free	20%
38260-1	*Strip of iron or steel cold-rolled, hardened and tempered, not less than* 0·004 *inch nor more than* 0·025 *inch in thickness, and not less than* $\frac{1}{4}$ *inch nor more than* $\frac{3}{4}$ *inch in width, for use in the manufacture of measuring rules and tapes* (Expires October 31, 1967)	Free	7½%	25%
42758-1	*Spiral bevel gears; hydraulic equipment; clutches; clutch-brakes; all the foregoing when of a class or kind not made in Canada; for use in the manufacture of plastic injection moulding machines* (Expires October 31, 1967)	Free	Free	35%
42777-1	*Engines, axles, torque converters, differentials, transmissions, and parts thereof, for use in the manufacture of machines commonly known as self-propelled pneumatic tyred rollers* (Expires October 31, 1967)	Free	Free	30%
43850-1	*Welded steel tubing, aluminized, over* 2 *inches outer diameter, for use in the manufacture of mufflers, tail pipes and exhaust pipes used as original equipment in the manufacture of motor vehicles* (Expires October 31, 1967)	Free	Free	30%
43887-1	Welded steel tubing, cold-drawn after welding, not less than three inches nor more than eight inches outer diameter, with wall thickness of one-quarter inch or more, for use in the manufacture of telescoping hydraulic cylinders for dump body hoists for motor vehicles (Expires October 31, 1967)	Free	Free	30%
43888-1	*Electric motor axle assemblies, and parts thereof, for use in the manufacture of golf cars* (Expires June 30, 1967)	Free	7½%	35%
44564-1	*Ceramic or silicon carbide non-linear resistor blocks for use in the manufacture of lightning arresters* (Expires October 31, 1967)	Free	7½%	30%
44661-1	*Base bands of iron or steel for use in the manufacture of solid rubber industrial tyres.* (Expires October 31, 1967)	Free	7½%	35%
56130-1	Yarns, wholly of man-made fibres or filaments, 1,100 denier or coarser, *singles with not less than* 4 *twists per inch, or* 2-ply or 3-ply, for use in the manufacture of weftless tape used in packaging goods but not less per pound (Expires October 31, 1967)	7½%	12½% 11 cts.	35% 28 cts.
56260-1	Woven fabrics, in the grey, *containing* 75% *or more, by weight,* [wholly] of polyvinyl alcohol filaments, weighing not more than [one ounce] 1·6 *ounces* per square yard, for use in the manufacture of Schiffli embroidered burnt out lace and, per pound (Expires October 31, 1967)	10%	12½%	45% 40 cts.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m.*

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Two British developments have been placed among the 100 most significant products of the year by an American trade magazine. Industrial Research magazine's 'IR 100' competition has honoured the Stereoscan Scanning Electronic Microscope, manufactured by Cambridge Instruments Co. Ltd., and the Talystep 1 Step Height Stylus film thickness gauge, manufactured by Rank Taylor Hobson Division of the Rank Organisation. The award – in the form of a lettered plaque – is given annually to honour technical innovators and to focus attention on developments of interest to the $23 billion United States research industry. The selection is made by the magazine's 30-man Editorial Awards Board. This is the fourth year that the competition has been conducted, but the first that British firms have won. In this picture Mr. Eric J. Schneider (left), vice-president of Engis Equipment Co. Ltd., representing both firms in the United States, receives the award from Mr. Neal P. Ruzic, editor and publisher of Industrial Research magazine.

UNITED STATES

Implementation of Beirut Agreement

BY PUBLIC LAW 89-634 dated October 8, 1966, the United States has accepted the UNESCO Agreement of Beirut (which removes import duties and other barriers to the international movement of educational material such as school films, slides, video tapes and recordings). The Act adds the following item to the United States tariff:

870.30 Developed photographic film, including motion-picture film on which pictures or sound and pictures have been recorded; photographic slides; transparencies; sound recordings; recorded video-tape; models; charts, maps; globes; and posters; all of the foregoing which are determined to be visual or auditory materials in accordance with headnote 1 of this part . . . Free

Headnote 1 reads as follows:-

'1. No article shall be exempted from duty under item 870.30 unless a Federal agency or agencies designated by the President determines that such article is visual or auditory material of an educational, scientific, or cultural character within the meaning of the Agreement for Facilitating the International Circulation of Visual and Auditory Materials of an Educational, Scientific, and Cultural Character. Whenever the President determines that there is or may be profit-making exhibition or use of articles described in item 870.30 which interferes significantly (or threatens to interfere significantly) with domestic production of similar articles, he may prescribe regulations imposing restrictions on the entry of such foreign articles to insure that they will be exhibited or used only for non-profitmaking purposes.'

The United States Information Agency has been designated as the Federal Agency concerned. The above amendment to the tariff applies to articles entered, or withdrawn from warehouse, for consumption, on and after January 1, 1967.

Inquiries about this notice may be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Act to implement the 'Florence Agreement'

ON OCTOBER 14, 1966, the President signed the 'Educational, Scientific & Cultural Materials Importation Act of 1966' (PL 89-651). The purpose of the Act is to enable the United States to give effect to the Agreement on the Importation of Educational, Scientific & Cultural Materials (known as the 'Florence Agreement'). The Act is to take effect from a date to be proclaimed by the President and this date is to be within three months of the date on which the United States instrument of ratification of the Agreement is deposited with the Secretary-General of the United Nations. There will be a further *Board of Trade Journal* notice when the effective date is known.

When the Act takes effect, most books, periodicals, tourist literature, music, maps, atlases and charts will be free of import duty. In addition, paintings, whether or not originals, will be duty free and antiques will be regarded as such if made prior to 100 years before their date of entry. Another provision of the Act allows the duty free import of instruments and apparatus for the use of any non-profit institution, whether public or private, established for educational or scientific purposes, *as long as no instrument or apparatus of equivalent scientific value, for the purposes for which the imported instrument or apparatus is intended to be used, is being manufactured in the United States.* Application to import the instrument or apparatus has to be made by the importing institution.

The Act also deletes 'electron microscopes' from the duty free provision in United States tariff item 854.10, so that the duty free entry of these instruments will only be permitted under the conditions referred to in the preceding paragraph.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Trade practice rules for the watch-making industry

IN THE *Board of Trade Journal* of July 8, 1966, notice was given of proposed trade practice rules for the United States' watch-making industry.

Interested persons were invited to submit their views to the Chief, Division of Trade Practice Conferences and Guides, Bureau of Industry Guidance, Federal Trade Commission, Sixth Street and Pennsylvania Avenue NW, Washington, DC 20580 not later than July 26, 1966.

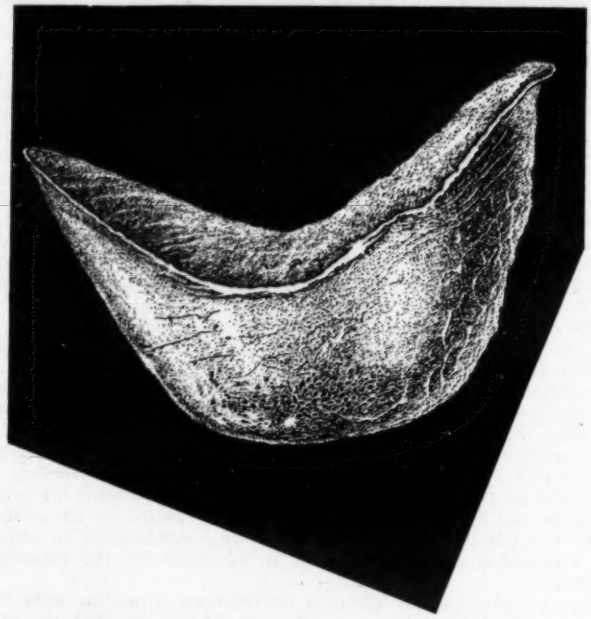
The Federal Trade Commission has now extended the closing date for submission of written views until November 25, 1966.

Inquiries regarding this notice should be addressed to the Commercial Relations and Export Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Guitars and stringed instruments— Country of origin marking

THE UNITED STATES Bureau of Customs has listed acceptable markings to indicate country of origin on stringed musical instruments. On such instruments with a round hole, e.g. guitars, mandolins and ukuleles, the marking may be on a label affixed beneath the round hole. This is also acceptable on instruments with 'f' shape holes, e.g. violins, violas and cellos, and guitars with an 'f' shape hole. This type of guitar may also be marked by means of a metal plate affixed or screwed to the back of the instrument. Solid body electric guitars are marked on the back of the headpiece or on the metal plate where the neck joins the body of the instrument if the instrument has such a plate. Banjos are marked on the back of the headpiece, either by means of a label or by die stamping the marking into the wood.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).



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UNITED STATES, *continued*

Customs regulations

IN THE *Board of Trade Journal* of October 14, 1966, interested persons were invited to submit suggestions for improving the United States Customs Regulations to the Commissioner of Customs in Washington.

In addition to the revised regulations having to reflect the recent changes brought about by the reorganization of Customs under Reorganization Plan No. 1 of 1965, the Bureau of Customs would be glad to receive suggestions on *any* matter relating to the operation of the Customs Regulations which would lead to their improvement.

Disposal of colemanite

UNITED STATES Public Law 89-246, approved October 9, 1965, authorizes disposal of approximately 67,600 long dry tons (gross weight) of colemanite now held in the supplemental stockpile.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

GUATEMALA

Visas

HM CONSULATE at Guatemala City has reported that visa applications from British subjects wishing to visit Guatemala for periods of up to 30 days no longer need to be referred to the immigration authorities in Guatemala. As there is at present no Guatemalan Consul in Britain, visas should be obtained by direct application at a Consulate in Europe (e.g. Paris or Brussels) or en route (e.g. New York, New Orleans, Miami or anywhere in Central America).

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2293).

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	50	Transfer from the Prohibited to the Permitted List: Ethyl alcohol	
X	57/8	Insert new item: Automatic blind tubular aluminium rivets	
XII	66	Replace the items 'Lorries, with special bodies for the mining and constructional industries . . .' and 'Forestry lorries' by: 'Complete lorries with special characteristics for specific uses' Replace the item 'High-speed trailers and semi-trailers . . .' by: 'High-speed trailers and semi-trailers with special characteristics for specific uses'	
XIII	78	Replace the item 'Sapphires and other synthetic stones in the rough for industrial use' by: 'Synthetic stones, in the rough'	
	79	Alter the item 'Note counting machines' to read: 'Note and coin-counting machines' Electric and electronic accounting and statistical machines	150/Dep. 5,000%
	81	Insert new item: Spare parts for cigarette lighters	

Import regulations

PUBLISHED in the *Board of Trade Journal* of January 14, 1966 (page 100) were certain Chilean regulations governing payment for goods which figure on a special list. Regulation 1 fixed a period of 60 days (from the date of the bill of lading) within which forward exchange contracts must be made for payment of the goods mentioned.

It has now been reported by HM Embassy that, at its Session Number 431, which took place on October 4, the Executive Committee of the Central Bank has increased this period of grace to 120 days, solely in respect of imports into the free zones of Aysen, Chiloe and Magallanes.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
III	11	Insert new item: Fresh cuttings of cattle hide.	
IX	46	Alter the item: 'Tetracyclines, their salts . . .' to read: 'Tetracyclines, their salts and compounds, in substance and for injections'. Insert new items: Sodic succinate of styrol, lyophilized, for injections. Ecothiophate iodide, in vials with sterile solvent. Solution of 50% octylphenoxyethylether sulphonate, 3% hexchlorethane and 47% inert substances in sterile 150 c.c. containers. Surgical products of lyophilized and sterile animal origin for graftings.	
XI	61	Insert new item: Machinery, tools, instruments, equipment, spare parts, etc., for professional teaching and technical training.	

BRAZIL

Tariff changes

HM EMBASSY AT Rio de Janeiro report that a Resolution, No. GB-337, published in the *Diario Official* of September 5, issued by the Ministry of Finance, amends the *ad valorem* tariff on the following items:

Tariff No.	Item	Duty
25.10.001 25.10.002 25.10.003	Natural calcium phosphate (tricalcium phosphate) including apatite and phosphated chalk in rocks or pieces but not crushed.	Free
31.03.008	Phosphated fertilizer with a P.205 content equal or inferior to 22% (twenty two per cent)	9%

Hints to businessmen visiting El Salvador

A REVISED EDITION of the booklet on El Salvador has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

URUGUAY

'Aforos' for imports

HM EMBASSY at Montevideo report that the Uruguayan National Council of Government has established the following 'aforos' (i.e. average valuations which are used as the basis for assessing surcharges) for products to be used in the local textile industry:

Item	Aforo
Sodium nitrobenzene-sulphonate	Ur $50·50 per net kilo
Chloromethane	Ur $12·00 per net kilo

Modifications to code of merchandise

ACCORDING to reports in the local press the Uruguayan National Council of Government has approved a decree approving the following additions, modifications and deletions to the Code of Merchandise:

Sub Group	Commodity	Surcharge %	Average c.i.f. price US $
	Lanolin exclusively for medicinal use	30	
	Butt-ends for metal slide fasteners	60	
	Cloth for industrial filters in lengths or shapes ... with widths over 30 cm. manufactured with continuous filament multi-filament yarn or cut filaments (spun) excepting glass, asbestos or polyfluoroethylene	90	
	Dehydrated, crushed or pulverized vegetables without any other preparation, exclusively for the elaboration of broth and soup concentrates (only comprising the following vegetables without mixing: garlic, carob bean, onion, asparagus, parsley, common chervil, cabbage, leek, tomato and carrot)	60	
	Hydrolyzed vegetable protein, exclusively for the elaboration of broth and soup concentrates	60	
	Powdered tea concentrates (soluble, instant tea, tea extract in powdered form)	90	
	Ramie branch, deprived of bark, ungummed, raked or combed or prepared in some other form, but unspun	60	
	Powdery mixtures based on asbestos for heat resisting uses or as filter material	30	
	Fuel tanks with one or two circular wick burners for kerosene stoves, which do not constitute exterior parts of same	90	
	Ultra violet gas lamps	60	
	Erasers	60	
	Three-legged drawing pins	90	
	Office utensils: perforators	90	
	Malic acid	90	
	Borosilicate glass tubes, with screw thread and groove in the base, for non-electric lamps	30	
	Burners for non-electric lamps	30	
	Burners for non-electric lamps	60	
	Transformers with a generating power of over 25 kW. up to 500 kW. inclusive	90	
	Transformers with a generating power of over 500 kW.	30	
	9-volt dry cells with the following maximum measurements: height 50 mm., width 28 mm., and thickness 18 mm.	60	4·55 per kilo
	Phthalic esters not detailed elsewhere	90	0·45 per kilo
	Electrodes for depositing (non-alloyed) mild steel and duly alloyed; maximum percentages of the following elements may be taken: molybdenum 0·85%, chromium 1·25%, manganese 1·75%, nickel 2·15%, vanadium 0·15%, silicon 0·9%	150	0·40 per kilo
	Sets or guides or tubular discards of plastic material with or without needles for extraction and/or administration of blood, plasma and solutions	60	
	Pure cellulose crêped paper, conditioned in rolls of double folded paper, with weight up to 18 g./m.² per fold, destined for sanitary towel wrappers	60	435·00 per ton
	Cellulose triacetate or polyester based films in bobbins of 110 to 130 cm. in width. coated in one or both faces with or without antihalo lamina up to 250 microns in thickness excluding of coat, for sensitizing	30	
	Cellulose pure paper for condensers, even in strips, with weight over 20 g./m.² when possessing density under 0·6 and thickness up to a maximum of 0·06 mm.	30	
	Papers or sheets of opaque plastic material, sensitized, virgin, with a view to obtaining polychromic images	60	10·00 per kilo
	Photographic chemical products used in processing polychromic images, either pure, dosified or packed for retail, or prepared in the form of mixtures	60	
	Medicines for veterinary use based on calcium gluconate or calcium gluconate and dextrose, injectable not mentioned elsewhere	60	
	Double oriented polyethylene film, transparent and colourless, with or without decorative printing, in bobbins with thickness of up to 60 microns destined to be applied by lamination on polyethylene sheets of high impact	60	2·40 per kilo
	Machines for personalizing cheques	60	
	Tuners for television	150	10·00 each
	Record players without amplifying circuit	150	7·00 per kilo
	Saturated polyesters with terephthalic acid, in transparent films without decorative printing, with or without treatment, up to 30 microns in thickness, in bobbins or rolls	60	8·00 per kilo
	Ferrous alloy pistons for two-stroke motors, of the following measurements: height 6 in. (153 mm.), exterior diameter 4¼ in. (107 mm.) and height 6 in. (153 mm.), exterior diameter 4⅜ in. (107 mm.)	30	
	Cellulose paste paper in sheets with minimum measurements of 0·75 metres by 1 metre decorated by stamping with a weight between 80 and 190 g./m.², destined for the manufacture of plastic sheets for facing panels	60	1·20 per kilo
	Cellulose paste paper in sheets with minimum measurements of 0·75 metres by 1 metre 'Overlay' type, with a weight between 18 and 55 g./m.², destined for the manufacture of of plastic sheets for facing panels	60	1·20 per kilo
	Rayon rods for filters of marking pencils	30	
	Polyester fibre tips bound with epoxy resins for marking pencils	30	
	Crude naphthalene containing a maximum of 85% in weight of dried naphthalene	30	
	Note: Imports of this raw material are conditioned to prior justification to the total sale of soft coal tar produced by the Montevideo Gas & Dry Dock Company and of the naphthalene manufactured therefrom	90	
	Zinc chromate yellow pigments	90	
	Hydrated synthetic yellow iron oxide pigments, with or without fillers	90	
	MODIFICATIONS		
35.041	Injectable dextrose medicinal quality in crystals or crystalline or granular powder	30	
	Should now read:		
35.041	Injectable dextrose medicinal quality in crystals or crystalline or granular powder exclusively for the preparation of injectables	30	
43.116	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width, decorated by stamping, weighing between 120 and 190 g./m.², for the manufacture of plastic facing panels	30	
	Should now read:		
43.116	Paper of cellulose paste, in rolls or bobbins, of over 0·75 metres in width, decorated by stamping, weighing between 80 and 190 g./m.², for the manufacture of plastic facing panels	30	
43.118	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width 'Overlay' type, weighing between 30 and 55 g./m.², for the manufacture of plastic facing panels	30	
	Should now read:		
43.118	Paper of cellulose paste, in rolls or bobbins, of over 0·75 metres in width 'Overlay' type, weighing between 18 and 55 g./m.², for the manufacture of plastic facing panels	30	
43.119	Paper of cellulose paste, in rolls or bobbins, of over 1·25 metres in width, 'Balance' type, weighing between 75 and 150 g./m.², for the manufacture of plastic facing panels	30	
	Should now read:		
43.119	Paper of cellulose paste, in rolls or bobbins, of over 0·75 metres in width 'Balance' type, weighing between 75 and 150 g./m.², for the manufacture of facing panels	30	
43.142	Folded filter paper suitable for the manufacture of filters for lubricants and inflammables of the following characteristics: impregnated with 15% to 20% resin, 130 to 150 g./m.², between 0·4 and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	60	
	Should now read:		
43.142	Folded or unfolded filter paper suitable for the manufacture of filters for lubricants and inflammables of the following characteristics: impregnated with 15% to 20% resin, 130 to 150 g./m.², between 0·4 and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	60	
43.415	Sensitizing elements for aluminium printing sheets for photographic use treated or not, imported by newspaper firms for own use in the printing of newspapers	30	
	Should now read:		
43.415	Sensitizing products and recording acids for processing clichés and auxiliary products for processing lithographic sheets and developers for the printing and publishing industry	30	
41.165	Machines and machine tools for industry of the following types: Percussion well borers up to 254 mm. diameter and 200 metres depth.	90	
	Should now read:		
41.165	Machines and machine tools for industry of the following types: Percussion well borers up to 301 mm. diameter and 300 metres depth.	90	
42.266	Glass bulbs for the manufacture of electric light bulbs up to 90 mm. diameter	90	
	Should now read:		
42.266	Glass bulbs for the manufacture of incandescent electric light bulbs up to 90 mm. diameter	90	
43.114	Wood-free tissue for condensers under 20 grammes	30	
	Should now read:		
43.114	Wood-free tissue for condensers weighing under 20 g./m.² and even in tape form including metallized, lacquered or not	30	

Sub Group	Commodity	Surcharge %	Average c.i.f. price US $
DELETIONS			
36.192	Transformers of between 25 and 100 kW. power capacity	90	1·70 per kilo
36.198	Transformers of over 100 kW. power capacity	30	
36.150	Dry cells and batteries: (b) 9-volt dry batteries	150	8·70 per kilo
42.431	Perforated common metal sheets	150	
42.573	Electrodes for depositing (non-alloyed) mild steel; maximum percentages of the following elements may be taken: molybdenum 0·30%, chromium 0·20%, manganese 1·4%, nickel 0·30%, vanadium 0·08% and silicon 0·9%	150	
	Spares for machinery included in the list of capital goods, determined by Article 6 of decree of October 18, 1965, are now to be deleted from that list.		
	Goods included in Sub Group 34.027 – Lubricating oils and greases – when conditioned in containers up to 25 kilogrammes, will be subject to an additional surcharge of 150% based on 10% of the total weight of container and contents (kilogrammes including container) on an average c.i.f. price of US $2·00 per kilogramme.		
	The Bank of the Republic will apply the minimum surcharge established by decrees of April 14, 1963, and January 24, 1964, to imports of naphthalene, every time that these are made through firms with industrial plants in condition to proceed to exclusively transform the material into phthalic anhydride.		
ALTERATIONS TO SURCHARGES AND AVERAGE C.I.F. PRICES			
40.081	Office materials: (a) 'SELF' type paper holder with 2 folds over legs:		
	No. 42	150	10·50 per 100 boxes
	No. 43	150	12·25 per 100 boxes
	No. 44	150	13·70 per 100 boxes
	No. 45	150	15·70 per 100 boxes
	No. 46	150	20·00 per 100 boxes
	(b) No change.		
	(c) No change.		
	(d) Clamps for office machines:		
	No. 24/6	90	0·05 per 1,000
	No. 26/6	90	0·06 per 1,000
	Bostich B8 type	90	0·07 per 1,000
	Bostich B8 type (legitimate)	90	0·08 per 1,000
	Undulated Scout type	90	0·10 per 1,000
41.294	Disc knives for cold meats cutting machines	60	
42.231	Bauxite	30	
43.522	De-colourizing earths for vegetable, animal and/or mineral oils and fats	90	105·00 per ton
42.003	Industrial absorbent materials of the clay type: (a) Bentonite	90	90·00 per ton
33.099	Photographic film	60	9·50 per kilo
33.105	Unexposed motion picture film of less than 35 mm.	60	3·00 per kilo
33.027	Motion picture apparatus	90	
33.051	Photographic cameras	90	
33.006	Parts and accessories for photographic apparatus and equipment	90	4·85 per kilo
33.072	Motion picture projectors for films of under 35 mm.	90	
33.126	Slide projectors (for stills)	90	20·00 each
40.105	Carbon paper	90	
43.296	Synthetic red iron oxide (Fe_2O_3) pigments with or without fillers	90	
42.570	Electrodes	30	2·00 per kilo
42.681	'Galalith' in sheets and rods	90	
42.566	'Galalith' in discs	90	
43.143	Photographic papers and films in rolls, sensitized and virgin, in widths between 35 and 50 mm., suitable for title composing machines, imported by newspaper firms for their own use for the publication of newspapers	60	
42.488	Synthetic glues of powdered urea formaldehyde	90	0·25 per kilo
	The Bank of the Republic will apply a surcharge of 90% and an average c.i.f. price of US $7·00 per kilogramme established in Sub Group 33.018 of the Code of Merchandise on television tuners when imports of complete kits of television sets of up to 12 in., even though metallic and picture tubes are not included and those imported in accordance with decree No. 445/966 of September 15, 1966.		

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal*, August 26, 1966, page 556) has been further amended by the deletion of item 45 and the substitution of the following:

'45. Flowers –
(a) Artificial.
(b) Natural (cut flowers).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Dies, jigs, fixtures and tools for the production thereof; and stampings necessary for the completion of such items.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Export Industries Encouragement Law, 1956

THE FOLLOWING PRODUCTS have been declared approved products for the purposes of the above law:

Oleoresin and its derivatives extracted from pimento, ginger, tumeric, capsicum and other spices.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 30, page 840.

Applications for the status of 'approved product' and approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

Double taxation—Trinidad and Tobago

THE BOARD of Inland Revenue announce that discussions have taken place between officials of the United Kingdom and Trinidad and Tobago Governments about a new Double Taxation Agreement. Agreement was reached at official level on a draft text which will now be submitted to the respective governments for approval.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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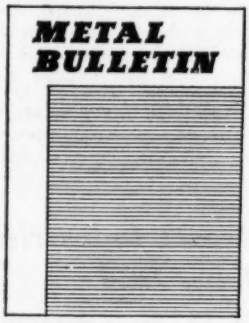

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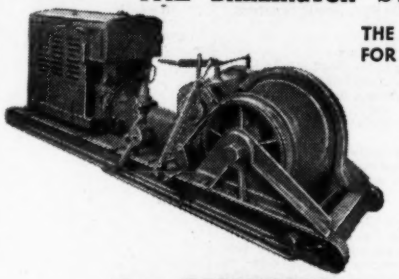

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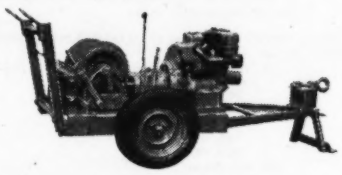

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BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Spray and trowel plastics.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

Flavouring extracts and essences, perfumery and fruit juices; household cleansers; rubber products.

Notices that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated September 9, 1966, page 662, May 20, 1966, page 1158 respectively.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, Barclays Bank Building, Roebuck Street, Bridgetown, Barbados.

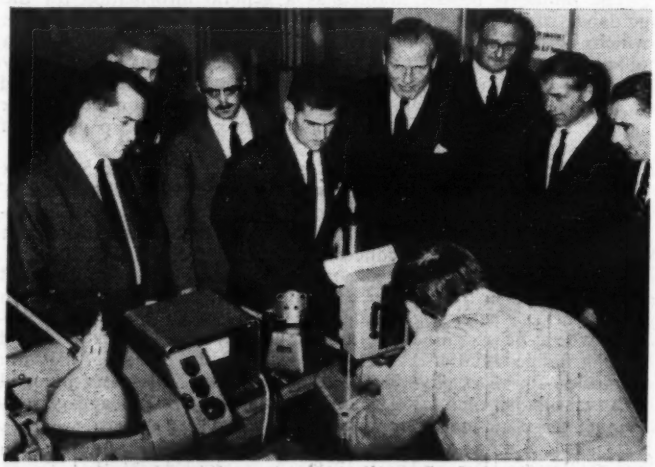
Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

PORTUGAL

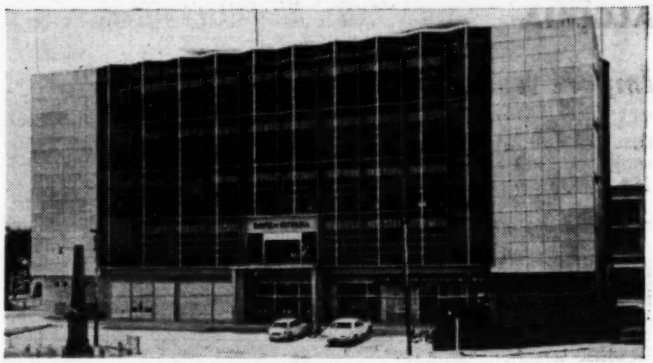
Drawback of import duty on carob seed

THE *Board of Trade Journal* of June 29, 1962, published a notice about Decree Law No. 44355 by which the Portuguese Government authorized the importation under the drawback system over a period of two years of carob seed (locust seed beans) for use in the extraction of the germ and the manufacture of flour of various kinds. The two-year period was later extended by Order No. 20853 of October 17, 1964, details of which were announced in the *Board of Trade Journal* of December 25, 1964.

The Portuguese Diario do Governo, First Series, No. 241 of October 17, 1966, has now announced that by Order No. 22253 the period of validity of the original Decree Law has been further extended for two years, and it has been determined that future imports of this commodity shall be subject to the approval of the Inspectorate-General of Agricultural and Industrial Products.



Overseas delegates to a recent three-day sales conference at the industrial hydraulics division of the Plessey Dynamics Group watch with interest the automatic sizing and grinding of hydraulic control valve spools. The conference was attended by the division's European distributors who met to discuss future marketing plans. Delegates toured the Swindon factory of the industrial hydraulics division and were shown latest production techniques.



Guyana's new Central Bank building, constructed by Taylor Woodrow International Ltd., in the centre of Georgetown, the capital, was officially opened recently by Sir Richard Luyt, the Governor-General, in the presence of Mr. Forbes Burnham, the Prime Minister, and members of his Cabinet.

FRANCE

Imports of flax seed free of duty

THE FRENCH *Journal Officiel* of October 26 announced that the amount of the quota for the import of flax seed for sowing (Tariff No. 12.01 (Fla.)) admitted free of customs duty, has been fixed at 100,000 metric quintals gross for the year ending June 30, 1967.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

TUNISIA

COD postal packages

THE TUNISIAN *Journal Officiel* of September 16-20, 1966, announced to importers that as from September 25 the procedure for postal packets sent COD to Tunisia would apply only to imports of goods mentioned in an appended list within the limit of an annual allocation of 200 dinars for each importer. Importers wishing to take advantage of this procedure were advised to send an application (*'Demande d'agrement'*) to this effect to the *Secretariat d'Etat au Plan et a l'Economie Nationale*, the application to be accompanied by a statement of the relevant goods. As from the above-mentioned date all imports by post sent COD, unless fulfilling the conditions of this notice, were suspended. Such packets despatched after September 25 will be returned.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/81).

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ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of September 30, 1966, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 39-02 B	Polyethylene sheet (for making agricultural wrappings).
Ex 39-02 B VII a	P.V.C. (polyvinylchloride) granules.
Ex 39-07	Plastic buckets, basins, beakers, sugar dishes and baskets.
Ex 42-02 AIII	Polyethylene cases.

Existing orders could be admitted quota-free until October 14, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 479-481).

KUWAIT

Magnetizers and ethyl alcohol

THE KUWAIT *Official Gazette* No. 598 of October 16, 1966, gave details of two Ministerial Orders issued by the Minister of Public Health, both of which came into force at the date of publication.

Ministerial Order No. 67/1966 prohibits the importation, circulation, demonstration to the public or promotion of the sale of Magnetizers (Electro-Magnetic Instruments) which are claimed to assist in medical treatment without there being any scientific evidence to recommend their use.

Ministerial Order No. 71/1966 regulates trading in ethyl alcohol as follows:

1. The importation, possession, sale or offer for sale of ethyl alcohol, or any other substance, the composition of which includes ethyl alcohol in any percentage whatsoever, is prohibited unless the written consent of the Ministry of Public Health has been obtained, and subject to the following conditions:
   (a) That in cases of medicines intended for external use the proportion of ethyl alcohol does not exceed 10 per cent by volume. The presence of ethyl alcohol must be necessary either to dissolve or preserve the constituents of the medicine.
   (b) That surgical spirit containing ethyl alcohol mixed with ethyl alcohol, methyl salicylates and castor oil, etc., is coloured blue and the container labelled 'POISON – FOR EXTERNAL USE ONLY'.
   (c) That antiseptics, ointments and linaments, used externally, which require a proportion of alcohol in excess of 10 per cent by volume in order to dissolve the active constituents, shall be labelled 'FOR EXTERNAL USE ONLY'.
   (d) That medicines containing poisonous drugs which dissolve only in a proportion of alcohol in excess of 10 per cent by volume, do not contain a total dose of more than 5 c.c.s. If the total dose exceeds the established dose the established dose must be shown clearly on the container with a caution against exceeding it.

All previous orders and notices relating to alcohol or medicines containing alcohol have been revoked.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/4420/G.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported the announcement of the liquidation of the following Indian business:

District of Gaza

Nathibai Damodar.

Claims against the assets of this business must be submitted by November 19, 1966.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340), quoting reference CRE 9944/63.

GHANA

Notice to all travellers—passengers' unaccompanied baggage

THE FOLLOWING NOTICE appears in the *Ghana Commercial and Industrial Bulletin* dated October 21, 1966.

'The term "Passengers' Baggage" as defined in the Customs and Excise Tariff, 1966 – Page 149 – means the property of and accompanying a passenger but not including goods for sale, barter or exchange.

When a passenger cannot carry his baggage along with him on the same vessel or aircraft by which he travels, the packages are treated as unaccompanied baggage and are accorded the same clearance facilities as if they had accompanied the passenger. Exemption from Customs duties is only granted if the contents are used personal effects and would have been admitted as such if they had accompanied the passenger on his arrival in Ghana.

The public is hereby notified as a general information for the guidance of all travellers that passengers' unaccompanied baggage which, upon Customs examination, are found to contain goods in quantities not intended for the use of a passenger but are definitely imported by such passenger for trade purposes will not be released as personal effects but will be treated as an importation and will be subject to the production of import licence and the payment of Customs duty and Sales Tax.

As a means of checking evasion of Customs duties and Sales Tax on goods imported into the country for sale through passengers' unaccompanied baggage, every unaccompanied baggage will henceforth be thoroughly examined by the Customs authorities to ensure that trade goods are not concealed in them.

Warning. Unless a passenger fully declares to the Customs what new items are in his baggage and intended for sale or presentation as gift, he will be charged under the Customs law for false declaration when, on examination, a quantity of trade goods is found among his personal effects. In such instance the passenger may not be called upon to pay the Customs duty and Sales Tax but will incur a penalty of C1,200.00 or £500 and his whole baggage containing the trade goods may be forfeited to Government.'

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ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *May* 27, 1966.

Notice to importers

NOTICE TO IMPORTERS No. 270 published in the *Ghana Commercial and Industrial Bulletin* dated October 24, announces for the information of all holders of 1966 import licences that, owing to the Ministry of Trade's present pre-occupation with the processing of applications for 1967 import licences, requests for amendments for the *importation of additional items* will not be entertained as from November 1, 1966 except under exceptional circumstances.

Applications for *other* amendments will only be considered in the light of the country's immediate requirements.

Importers are reminded, however, that requests for extension of 1966 import licences should be submitted not later than February 28, 1967.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

ZAMBIA

Import control

TELEGRAPHIC ADVICE has been received that the Zambian Control of Goods (Import and Export) (Commerce) (Amendment) Order, 1966, published on November 4, makes certain modifications to Zambian Import Licensing arrangements. It shall be a condition of any licence to import goods into Zambia on or after November 4 that, except in the case of licences issued for the importation of goods by parcel post, the goods shall not be imported by rail unless there is endorsed on the licence by the issuing authority the words 'ES via Rhodesia Railways', or 'ES via Lobito Bay'.

Following is the text of an official press statement explaining the new arrangements:

'A spokesman for the Ministry of Commerce and Industry said that as from today (Friday, November 4, 1966) certain modifications to the Import Licensing arrangements become effective. The most important of these concerns the use of the "Essential Supplies" stamp which is put on import licences for goods for which the Ministry considers that the use of Rhodesia Railways is warranted. In the past this stamp has entitled the importer to claim from his bank the foreign currency necessary to pay all rail charges incurred in the importing of his goods. This will still be the position. But, in addition, the existing legislation has been amended to make the importation of goods over the Rhodesia Railways conditional upon the possession of the "Essential Supplies" stamp, and to import goods by way of the Rhodesia Railways without such a stamp will henceforth constitute an offence. Secondly, the use of a different "Essential Supplies" stamp is being introduced for imports over the railway from Lobito Bay. This is necessary because there is, at the moment, more traffic on offer over this route than can be carried, and additional capacity must be provided for the carriage of coal. This can only be achieved by according coal a higher priority than a wide range of other goods, and this in turn can only be effected by the use of an "Essential Supplies" stamp on licences for the import of goods over this route. The spokesman said it was hoped that these new arrangements would cause the minimum of inconvenience to importers and that the necessity for them would fall away within a few months.'

FLIGHT SIMULATOR FOR EAST AFRICA

An unusual problem facing engineers of the Flight Simulator Division of Redifon Limited is how to pack a large part of a Super VC-10 Simulator into a Super VC-10 aircraft! The simulator is due to be delivered shortly to East African Airways Corporation in Nairobi and includes a complete replica of the flight deck and forward part of the aircraft, which will be flown out in one of the three aircraft ordered by EAA from BAC. Seen here (from left to right) on the flight deck of the simulator are Captain G. Leslie, senior EAA pilot; Mr. J. H. Clifford, the Redifon project engineer responsible for the simulator during all stages of its manufacture over the last 12 months; an observer; and a flight engineer.

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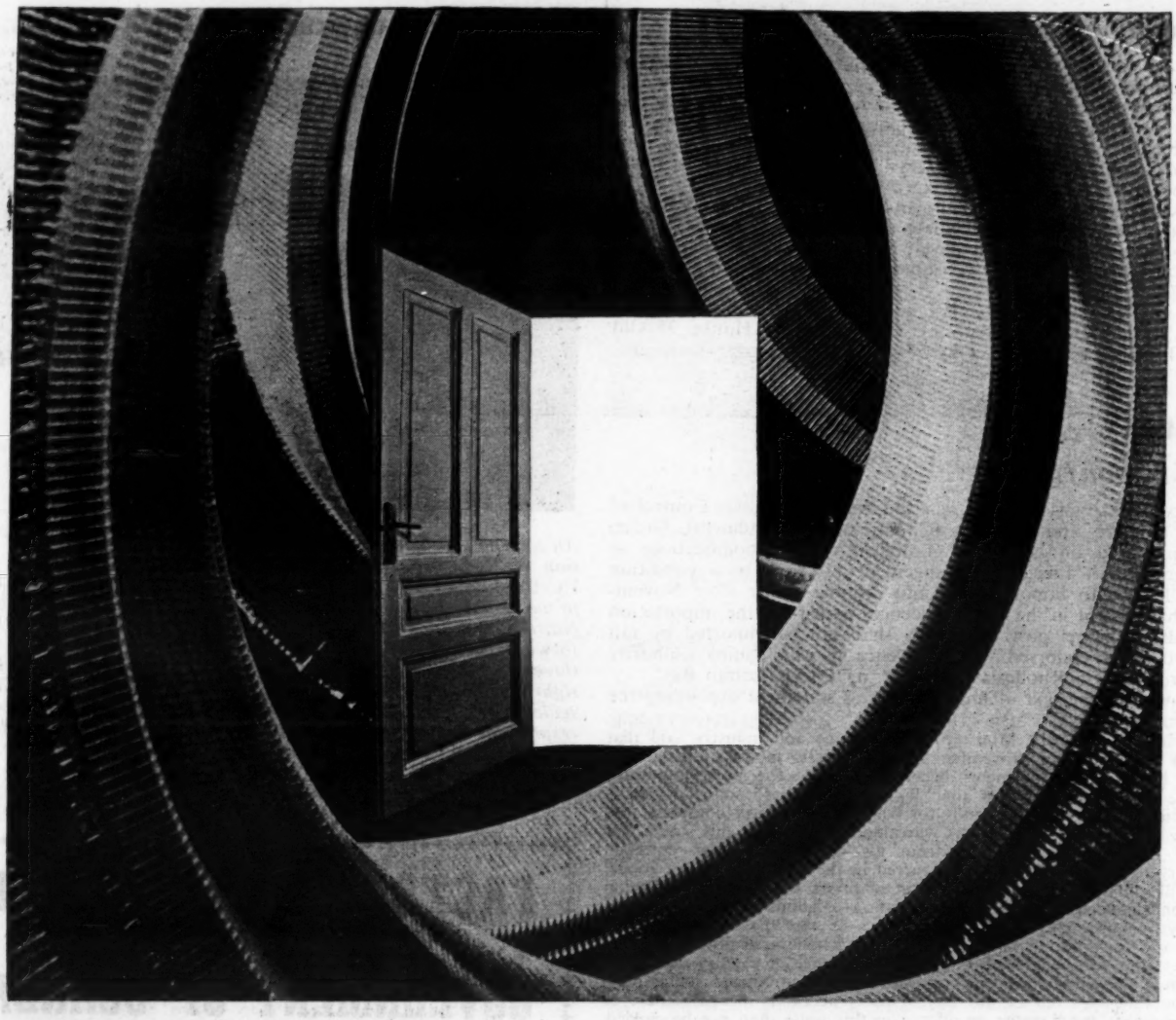
Duties will include: advising the Chief Factories Inspector on implementation of the Factories Ordinance in relation to pressure vessels and lifting equipment, and testing and examination of such plant.

Appointment will be on contract for one tour of 21-27 months with salary in the scale £1,605 – £2,757 p.a., according to experience, plus 25% terminal gratuity. Free family passages and children's education allowance.

Candidates, who should be nationals of the United Kingdom or the Republic of Ireland, should apply for further details giving full name, age and brief particulars of qualifications and experience, quoting RC 272/183/02 to:

APPOINTMENTS OFFICER,
ROOM 301, MINISTRY OF OVERSEAS DEVELOPMENT,
ELAND HOUSE, STAG PLACE, LONDON, S.W.1.



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ZAMBIA

Revised form of invoice

THE ZAMBIAN Customs and Excise (General) (Amendment) (No. 2) Regulations, 1966 published as Statutory Instrument No. 376 on October 17 revoke the previous form of invoice and provide a revised specimen form of invoice and certificate of value for exports to Zambia.

For details of the revised form, application should be made to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 469).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 15), published as Rhodesia Notice No. 721 of October 28, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
FIRST SCHEDULE By the insertion of the following item: Ex 331 (2) X-ray contrast media, being unmixed products put up in measured doses or preparations consisting of two or more products which have been mixed or compounded together. . *ad val.*	7½%	Free	Free	Free

MALAGASY REPUBLIC

Global quotas

THE *Journal Officiel* of the Malagasy Republic dated October 22, 1966, published details of the global import quotas for the six months ending March 15, 1967. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Description	Quotas (in French francs)
1	Milk and butter	83,400
5	Sugar and confectionery	50,000
6	Animals on the hoof; fish, crustaceans, molluscs; edible vegetables, plants, roots and tubers; malt; hops; agar-agar and other natural mucilages and thickeners extracted from vegetable materials; fats and oils excepting edible fats and oils; white pepper; tinned fish; miscellaneous edible preparations	566,660
7	Tobacco, raw	1,041,700
	Tobacco, manufactured	229,200
8	Hydraulic cements	350,000
9	Gypsum; coal, lignite and coke; iron, cast-iron and steel, except kitchenware; non-ferrous metals	3,083,500
10	Petroleum products	14,854,200
11	Pharmaceutical products, colouring matters and insecticides	1,187,600
12	Plastics materials	229,200
13	Rubber, tyres, inner-tubes, etc.	354,200
14	Inorganic and organic chemical products; fertilizers; tanning extracts except colouring matters; surface-active agents; dental wax; sensitized unexposed film, sensitized exposed film; miscellaneous products of the chemical industry except insecticides	856,600
	Matches	479,200
15	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre; synthetic or artificial fibres (discontinuous)	583,400
18	Hosiery and knitted goods	108,400
19	Domestic ware, tools and cutlery; miscellaneous articles of base metals except storm lanterns	131,400
20	Refrigerating equipment; industrial sewing machines; calculating and similar machines, with parts; other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	796,100
21	Non-electrical machinery and mechanical appliances; electrical machinery and mechanical appliances; railway equipment; aircraft and flying equipment; ships, boats and floating structures; optical, measuring, checking, precision instruments; medical and surgical furniture	7,437,800
23	Motor-cycles	21,700
	Cycles, motor-assisted	31,300
	Cycles	13,000
	Spare parts and accessories for vehicles included in Tariff Nos. 87-09 to 87-11 inclusive	38,400
24	Products of animal origin, n.e.s., skins and hides; wood in the roughly squared, sawn; books, newspapers, periodicals, illustrated publications; synthetic or artificial textiles (continuous); cotton yarn and thread; yarn of man-made fibres (discontinuous); jute, raw or processed, but not spun; hats, hat-shapes and bodies; glass and glassware; brushware; paper and paperboard and products therefrom; silk	3,013,500
	Ceramic articles other than crockery and household articles	31,300
	Synthetic or artificial woven fabrics (continuous); wool, animal or horse hair; flax and ramie	104,200

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs:

A. General goods: Allocated thus:

Diégo-Suarez	10%	Fianarantsoa	19%
Majunga	13%	Tamatave	18%
Tananarive	30%	Tuléar	10%

Quota No.	Description	Quota values (French francs) 100%
1	Dairy produce, butter, cheese, milk	241,700
3	Beer	83,400
4	Ordinary and sparkling wines, liqueur wines; alcohols and liqueurs other than whisky and gin; whisky and gin	323,000
5	Other sugars and confectionery; cocoa and cocoa preparations; preparations of cereals	180,000
	Eggs and honey; tea; maté and spices; fats and oils excepting edible oils	323,000
6	Preparations of meat, fish, crustaceans, etc., of vegetables, fruits or other parts of plants; miscellaneous food preparations	166,800
9	Iron, cast iron, steel except kitchenware; non-ferrous metals	458,400
11	Colouring matters and insecticides	62,500
12	Plastics materials	62,500
14	Polishing waxes and creams for shoes; metal polishes; modelling clays/pastes; photographic and cinematographic products; albumenoidal substances and glues; explosives and explosive powders, except matches; tanning extracts	91,900
17 and 18	Clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	132,200
19	Domestic ware, tools and cutlery; miscellaneous articles in common metals	806,500
20	Ventilators; domestic refrigeration, air-conditioning and heating apparatus; domestic sewing machines with spares; typewriters, calculating machines, cash registers, duplicating and photo-copying machines and spares; other consumer goods from Chapter 84; domestic electric apparatus; batteries; domestic radio apparatus and spares; other electrical consumer goods of Chapter 85; lenses, spectacles, spectacle frames, binoculars; photographic and cinematographic apparatus; other consumer goods of Chapter 90; watches and clocks; arms and ammunition except those for military use	2,192,100
24	Raw vegetable materials for use in dyeing; vegetable plaiting and carving materials; residues and wastes from food industries, animal fodder; leather goods, etc.; wood and wood articles, except tropical essences; esparto and wicker-work; man-made fibres, continuous, except yarn of man-made fibres put up for retail sale, and woven fabrics; cotton yarn for retail sale; carpets, tapestries, velours, etc.; waddings and felts, etc.; other made-up textile articles except blankets, jute bags, sails, blinds, etc.; footwear; umbrellas; stone articles, etc.; table crockery, domestic ware in porcelain and other ceramic materials; feathers and down; glass and glassware; real pearls, etc.; musical instruments; furniture and beds, except medical/surgical furniture; brushware, artists' brushes, brooms, feather dusters; toys, games, sportsware; miscellaneous goods	1,882,315
	Other ceramic products except tableware and domestic ware	215,300
	Silk, synthetic or artificial textiles, continuous; flax and ramie	338,400

B. Fabrics: Allocated thus:

Diégo-Suarez	10%	Fianarantsoa	16%
Majunga	13%	Tamatave	15%
Tananarive	26%	Tuléar	20%

Quota No.	Description	Quota values (French francs) 100%
15 and 16	Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous	3,500,100

C. Woollen fabrics and blankets: Allocated thus:

Diégo-Suarez	10%	Fianarantsoa	22%
Majunga	11%	Tamatave	14%
Tananarive	30%	Tuléar	13%

Quote No.	Description	Quota valu es (French francs) 100%
16	Blankets	400,000
24	Wool, animal or horse hair	33,400

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 422, published in the Republic of South Africa *Government Gazette* of October 21, includes an application for increase in duty on hose clamps, made of plain, galvanized, nickel or chrome steel, copper, brass, aluminium or plastic strip or wire with or without screw, worm, ratchet or split-pin drive, from the existing rates of duty to 30 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2110/66.

Customs tariff changes

GOVERNMENT NOTICE R1648, published in the Republic of South Africa *Government Gazette* of October 21, amends the Republic's customs tariff as follows:

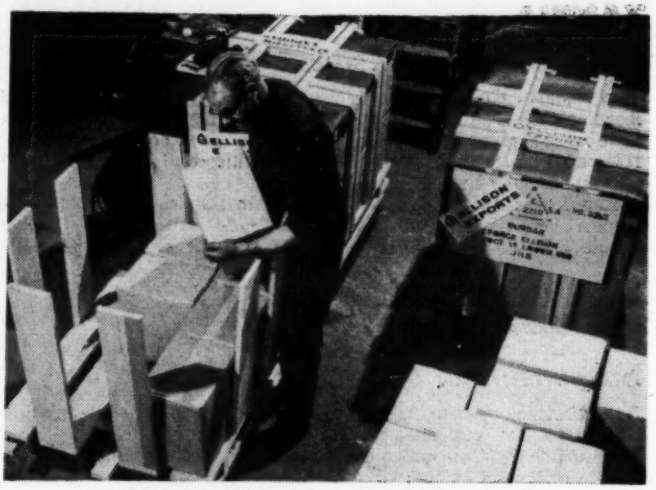
	I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV MFN	V Preferential
85.01	By the substitution for sub-heading No. 85.01.20.10 of the following:				
	.10 Fractional horsepower motors of not less than $\frac{1}{20}$ h.p., of voltages from 220 to 440 and of a motor speed of not less than 900 but not exceeding 2,800 revolutions per minute (excluding repulsion induction motors, motors equipped with brakes and clutches, motors with adjustable speeds and 2-18 poles reversible motors)	No.	30%		25% (UK)
	.15 Other fractional horsepower motors	No.	5%		Free (UK)
	By the substitution for subheading No. 85.01.30 of the following:				
	85.01.30 Electric motors (excluding three-phase):				
	.10 Single-phase, fractional horsepower of not less than $\frac{1}{20}$ h.p., of voltages from 220 to 440 and of a motor speed of not less than 900 but not exceeding 2,800 revolutions per minute (excluding motors marked or identifiable as flame-proof, or explosion-proof submersible motors, a.c. commutator motors and synchronous motors, repulsion induction motors, motors equipped with gearboxes, motors equipped with brakes and clutches, motors with adjustable speeds and 2-18 poles reversible motors)	No.	30%		25% (UK)
	.90 Other	No.	5%		Free (UK)

NOTE: The rate of duty on certain fractional horsepower electric motors is increased from 5% (General) and Free (Preferential) to 30% (General) and 25% (Preferential).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.



George Ellison Limited, Birmingham, have adopted new export packaging methods following a recently conducted survey into the influence of packaging costs on exports. The items concerned are loose heavy-duty circuit-breakers, starters and fuse-switches. By pre-packing the products in heavy-duty cardboard boxes fitted with protective inserts, all that is required for shipment is to strap the boxes on to a wooden pallet by means of wood battens and metal bands. The finished result is a rigid self-supporting unit suitable for fork-lift or sling-lift. Selling prices have in some cases been reduced by as much as 5 per cent.

The picture shows a consignment of Ellison 'Bantam' circuit-breakers being packed for shipment to South Africa. The various stages involved in the new packaging method are clearly shown.

SOUTH KOREA

Import promotion

IN ORDER TO ENCOURAGE the import of goods from countries with which South Korea maintains a favourable balance of trade, the Korean Government has recently adopted the following policies:

(a) Bonded warehouse transactions and exports to Korea by stale Bill of Lading are now permitted.

(b) With regard to items which can only be imported into Korea by Ministry of Commerce recommendation, under the Trade Plan, priority will be given by the Ministry of Commerce to goods from those countries with which Korea maintains a favourable trade balance. (A copy of the Trade Plan is available for inspection at the Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 459).

(c) Since Korea at present maintains a favourable trade balance with the United Kingdom, exporters are invited to publicize their goods through the Korea Trade Promotion Corporation, 46 4-ga, Chung-gu, Seoul, Republic of Korea, a government-sponsored organization. Such advertisement or inquiries for exports to Korea will be given preferential treatment in the KTPCs publications.

Registration of firms with Korean Office of Supply

THE BOARD OF TRADE has recently received a new set of regulations governing the registration of firms who wish to tender for the supply of their goods/services to the Korean Government Office of Supply. Details of the new regulations may be obtained from the Board of Trade, Export Services Branch, Room H25, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 440).

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These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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Export Services Branch
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Telephone: CITy 5757 Ext. 7058

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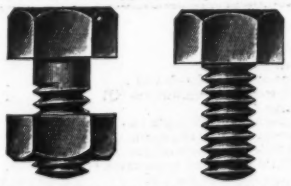

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, Londond, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

PREFABRICATED BUILDING – EXPORT SALES EXECUTIVE. G. H. Burgess & Co. Ltd. – a JEL Group Company with factories in England and France supplying overseas expatriate accommodation of all kinds – requires self-reliant, self-motivating man aged 28/32 to develop existing connections with oil companies, contractors and foreign governments. Experience in export of capital goods and fluent French essential. The position is London based, with up to six months a year travelling abroad in short tours, mainly to Middle East and North Africa. The appointment is a progressive one offering up to £2,500 p.a., plus generous overseas allowances, to an ambitious man, and provides an excellent opportunity to build a career in an expanding, vital industry. Write, giving brief details of career and quoting Ref. H324 to:– R. T. Davies, Group Personnel Manager, The JEL Group of Companies, JEL House, Staines Road, Hounslow, Middlesex.

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

EXPORTERS TO SCANDINAVIA. EXPERIENCED BRITISH EXPORTERS, established subsidiary in Stockholm, seeks agencies for all types of products for Scandinavian countries, particularly Sweden. We are ONLY interested in first-class, up-to-date manufacturers, willing to support and expand export drive. MOUNTFAIR PRODUCE LTD., 337 Finchley Road, London, N.W.3. Tel. Hampstead 8077-8.

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PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Activity at UK aerodromes (M)	30 Sept. 1966
Trade by air (6-M)	This week
Balance of payments (Q)	30 Sept. 1966
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By industry (Q)	14 Oct. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	28 Oct. 1966
Chemical industries production (6-M)	This week
Companies:	
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New companies registered (M)	21 Oct. 1966
Credit:	
Instalment credit business (M)	This week
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 Sept. 1966
Production, exports and orders (M)	28 Oct. 1966
ECGD business (Q)	4 Nov. 1966
Film industry:	
British Film Fund Agency returns (M)	28 Oct. 1966
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
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Household consumption (Q)	12 Aug. 1966
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Sterling area trade summary (Q)	4 Nov. 1966
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Foreign trade of the UK:	
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Value of overseas trade (M)	4 Nov. 1966
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	14 Oct. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Aug. 1966
Business (M)	This week
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Industrial production:	
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N. Ireland index (M)	21 Oct. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
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Retail and wholesale trades (A)	31 Dec. 1965
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Clothing and textiles orders and deliveries (M)	21 Oct. 1966
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Wholesale houses sales (M)	14 Oct. 1966
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Wool output (M)	21 Oct. 1966
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International tourism (A)	16 Sept. 1966
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Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	14 Oct. 1966

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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